









هكذا من الأصل

## HOME NEWS

Plans to reexamine  
specification for  
social sciences PhDBy John Young  
Planning Reporter

Plans to tighten the specification for a PhD in the social sciences are being considered by the Social Sciences Research Council (SSRC) after a disturbing evaluation of the length of time by PhD students to complete their degrees.

The council is deeply concerned about the findings, as published, of a survey it carried out into the degree completion rates of 1,837 students in 1977, embarked on their PhDs in 1973.

By a tenth of the 1973 completed their degrees in the "normal" three-year period for which a SSRC is available: 18 per cent within four years, and a third (31 per cent) within five years.

By last year, three years after they had begun, three fifths (59 per cent) had not obtained their degrees.

Completion rates are far below those for the PhD students funded by the Science Research Council (SRC). A similar survey by SRC, also unpublished, showed that two-thirds of its PhD students had completed their degrees within five years and a third within four years.

Average grant for a PhD is awarded by both the SRC and the SSRC this year at £3,000, which includes £850 for fees and £2,000 for maintenance.

The SSRC funded PhD students this year and SRC £2,200.

Estimated last week by the Social Sciences Research Council, Mr Michael Posner, chairman of the SSRC, agreed that the success rate was not good enough, and said that the council had various plans in mind to improve it.

The council did not think that the selection of the PhD candidates, carried out by the individual universities, was at the root of the difficulty, he said. Rather it thought the source of the trouble lay in the specification for what a PhD was, and the way the training was carried out.

In an interview with *The Times*, Mr Posner said that he could not speak for the whole council, but he did not think that a time limit should be imposed on PhD students. However, he believed there should be much closer supervision and more rigorous assessment of their work.

Most, but not all, PhDs in the social sciences should be more closely linked with research operations in universities in the same way as PhDs in the sciences, he said.

The students' research projects would be less free-standing and perhaps less original, but no less good, he insisted.

Research topics that formed part of a coherent research programme might be allocated, after consultation, to students rather than the individual student working out his own, sometimes rather obscure, topic for his PhD thesis.

Mr Posner said that he would like to see a distinction made between research projects and post-doctoral work, and give PhDs earlier. The PhD could become a rather different type of qualification.



Mr David Scott Cowper, who sailed solo round the world, returning home to Newcastle upon Tyne yesterday with his wife and son.

Mrs Thatcher rejects  
nuclear safety 'gift'

By Frances Gibb

In the event of a nuclear war the Prime Minister at least is assured of some protection: to the extent that any protection can be assured by a jar of Vaseline.

The jar was presented at 10 Downing Street yesterday as a token gift by a group of Young Liberals anxious to provide Mrs Thatcher with the materials the Government has deemed necessary for a fallout shelter.

Apart from the Vaseline, the exact purpose of which is not clear, the Stationery Office booklet, *Protect and Survive*, suggests the use of some doors, bags of earth, a makeshift lavatory, sticking plaster and some strong disinfectant. Would the Prime Minister, the Liberals asked in their letter accompanying the gift, be

happy to entrust her life and those of her family to three doors and some sandbags?

The materials were taken to Downing Street, but police ensured that no more than the letter and Vaseline reached the door of No 10. The refusal of the gift was no surprise. "We realize," the letter said, "that far more adequate provision has been made for you and senior members of Government, so you will probably reject our gift."

They also criticized the fact that the booklet appeared on bookshelves with no advance publicity. Mr Richard Ross, chairman of Oxford City Young Liberals, who organized the demonstration with London Young Liberals, said: "It was first seen on Sunday at New Castle, and then on Monday at Charing Cross bookstall, with absolutely no prior publicity."

Councillors  
'leaving  
because of  
cash loss'By Christopher Warman  
Local Government  
Correspondent

Councillors were being forced to leave local government because they could not afford the financial loss, Mr Tony Phillips, chairman of the executive committee of the Association of Councillors, said in London yesterday.

He claimed that councillors had to dip into their pockets and said they should receive adequate compensation for their time and loss of earnings. "I do not believe councillors should be paid, but they should not be penalized financially by becoming an elected member."

Mr Phillips rejected the suggestion that the lack of compensation resulted in a lower calibre of members, but said that councillors became disillusioned after a term and left.

The system was deterring people from entering local government, Mr Phillips said. In 1973 the attendance allowance for councillors was fixed with a maximum of £10 a day. It is still less than £14, an increase far below the rate of inflation.

Mr Barry Rose, president of the association, which is celebrating its twenty-first anniversary, asked councillors to stop being apologetic.

"Constant vigilance is needed in order to preserve and enhance our democratic system of local government, and I am afraid that the role and status of the elected member are under increasing threat from central governments, from non-elected public bodies, and from the growth of specialization and sophisticated management techniques, many of which serve to enhance the effectiveness of the officer but regrettably at the same time tend to ignore the position of the elected member, who can increasingly find himself isolated."

The association announced an inquiry into support services for councillors, to seek ways of improving the effectiveness of the elected member.

Builders call for more  
action on housingBy John Young  
Planning Reporter

Without more positive government action, the housing shortage would become much worse in the next decade, the House Builders' Federation stated yesterday in evidence to the Commons Select Committee on the Environment.

The federation expressed grave concern at the Government's evident decision to ignore the projections of demand contained in the 1977 consultative document on housing policy.

In the absence of an agreed forecast of total needs, authorities were unable to plan adequately, it pointed out. If the 1977 projections were valid, structure plans for housing were falling short by about 30 per cent a year.

"Whatever the exact numbers required, new housing requirements will be greater than in the 1970s, while all current planning policies are founded on the intention that fewer houses will be built than at any time since the war," the federation stated.

The latest public expenditure cuts meant that no more than 40,000 new homes a year were likely to be built by local authorities. To meet the 1977 projections, therefore, a private sector would have to build up to 250,000 homes a year, if all the gains made in overcoming housing shortage

in the 1960s and 1970s were not to be lost in the 1980s.

The most likely reason for private builders failing to reach that level would be the inability of successive governments to create a framework for the planned release of land.

Mr Tom Baron, one of two federation members who appeared before the committee yesterday, said the industry could not afford to tie up so much capital in "land banks". There was an urgent need for radical changes in the planning system.

On council house sales, the federation observed that they would have only a marginal effect on meeting the demand for owner-occupation.

The most serious consequence in the short term would be on mortgage availability. In the prevailing market, which was starved of funds, the effect could be mitigated only by making separate funds available to finance sales, or by local authorities converting housing revenue account charges into mortgages.

The price for the Government of introducing that "self-financing" method would be its inability in the short term to reduce the public sector debt. But it was a price it should be prepared to pay; otherwise, by attempting to fund council house sales through building societies, it would be robbing Peter to pay Paul.

## 'Harm' in university cuts

By Our Education  
Correspondent

The Government's "huge cut" in university finance will harm both the education of British students and university research, Dr Andrew Taylor, president of the Association of University Teachers, said yesterday.

Addressing a meeting of the union's council in Liverpool, he said: "If any university fails, even by the smallest of margins, to attract enough overseas students at the new fees and so recoup the finance now being withheld, then they must make further cuts in research and further reductions in staffing levels, with a consequent

further loss of places to British students."

However, he did not believe that there was any immediate need for "scaremongering" concerning "redundancies". Staff were being reduced by natural wastage. Nor was there any need for academics to seek pay rises of "one penny less than they are entitled to."

He was concerned by the recent proposals for rationalization in universities; that would not necessarily save money, nor had rationalization much to do with making universities more efficient. It was more a matter of cutting back on subjects that were seen as easy targets.

Police witness's denial  
over use of truncheons

Nicholas Timmins

A special patrol group sergeant denied yesterday that he failed to record the use of truncheons by police in Southall, London, because new unauthorized violence had been used in the street.

Blair Peach, a school-leaver, received a fatal head injury during the demonstration last the National Front in last year.

Sergeant Anthony Lake, then the No 1 unit of the group, asked at the inquest on Mr Peach at Hammersmith why he omitted all reference in the log to truncheons being used in Beechcroft Avenue.

Richard Harvey, for the National League, said that he gave a somewhat detailed account in the log of earlier events in Park View Road.

Sergeant Lake said: "Yes, I could remember that quite clearly. I have never experienced such violence before."

Harvey asked whether he failed to record the use of truncheons in Beechcroft Avenue because you know that authorized violence had been used in Beechcroft and Orchard Avenue.

Sergeant Lake replied: "That definitely not the case."

He had in a Hampstead public house with Inspector Murray, also of No 1 unit, a few weeks later. He said the thing was to discuss a spored

parachute jump. He denied that he had discussed with Mr Murray what happened in Beechcroft Avenue.

Sergeant Lake also said that when he was at the bottom of Beechcroft Avenue he saw a police carrier loading up with policemen, although when questioned he could not remember the identity of any of them.

He agreed that he at least knew by sight Inspector Hopkins, Police Constable Page and Police Constable Biot, all of whom have said they got on the carrier there, although the driver of the van, Police Constable Raymond White, said that he drove the carrier away from the corner entry.

Sergeant Lake said that when he was at the bottom of Beechcroft Avenue he got out his radio and called his carrier down the road. It was put to him that the driver of his vehicle, WPC Janet Dorey, had said she followed him and the rest of the crew down the road after they had disembarked, apparently on her own initiative.

Sergeant Lake said that he could not see the carrier when he looked for it. Mrs Dorey might not have heard his call.

The hearing also heard evidence from four other special patrol group officers from the same unit, none of whom could remember civilians or police officers on the corner of Beechcroft Avenue and Orchard Avenue when they were there.

The hearing continues today.

Brothel case  
woman's  
sentence cut

A woman sentenced to imprisonment for keeping a disorderly house, had her 18-month sentence reduced to six months in the Court of Appeal yesterday after Lord Justice Lawton described it as one of the worst cases of brothel-keeping he could imagine.

He criticized unchecked evidence given at a Crown Court hearing that barristers, managing directors, accountants, an Irish MP and a member of the House of Lords had been among 53 men found at the brothel.

There was no basis for allegations, he added, and the court had checked the names supplied by the police against the Bar List and had found no barrister among them. The name of the peer did not appear in *Who's Who*.

Mr Cynthia Payne, aged 46, had pleaded guilty at Inner London Crown Court last month to exercising control over three prostitutes and keeping a disorderly house at Ambleside Avenue, Streatham, London.

Law Report, page 11

Lecturer tells of pressure by neighbours  
when an Asian wanted to buy his houseBy Arthur Osman  
Birmingham

A college lecturer said at Birmingham County Court yesterday that he and his wife, schoolteacher, argued over moral issues when an Asian tried to buy their house in a residential area.

He said neighbours had asked whether he would sell to an Asian: at first he was duly amused by the question, later became "shocked and angry."

Mr Albert Marsh, a lecturer in industrial law at Redditch College of Further Education, said he and his wife lived in a semi-detached house in South-west Birmingham.

Under cross-examination by Mr Anthony Hughes, counsel for Mr Lloyd and Mrs Sablin, Mr Marsh agreed that people of different ethnic backgrounds would be seen "coming and froing" from his house. Asked if it was a fact that "the arrival of a foreign family would have had an effect on house values", he replied: "I believe that it could."

Mr Marsh told Mr Peter Susman, for the commission, that he had asked £26,000 for the house. A Mr Emery, who

was white and subsequently bought it, viewed it first and was followed by a Mr Bukhari, an Asian, who arrived with his family.

Mr Bukhari had asked if Mr and Mrs Marsh would accept £26,000 to include all fixtures and fittings. Mr Emery at first offered £25,250, but later increased it to the asking price.

Mr Marsh told the court that Mr Lloyd, with whom he and his wife did not have any social contact although they had been neighbours for 10 years, spoke to him, saying: "You are not thinking of selling to Asians, are you? You would not leave us with a legacy like that?"

He and his wife saw the issue as whether it would be fair to sell the house to the Asians under pressure and the sort of life the Asians would have if they moved in against their being unfairly denied access to property. They eventually decided the issue on commercial grounds alone.

The original claim by the defendants was that free navigation of a 4,000-ton ocean-going ship could not be impeded by the actions of small inflatable rafts.

On the evidence presented by the docks board, they accepted that they were wrong.

Summing up, Justice Pain said that it would be wrong to regard the proceedings as an attempt to prevent free speech. He accepted that the defendants had very strong feelings about a matter that was of importance. But the plaintiff had a public responsibility to ensure the proper running of the docks.

"Hazard to lives": A Greenpeace statement issued after the hearing said that its actions were not intended as a contempt of the High Court ruling. But it believed that the shipment of foreign spent nuclear fuel to Barrow presented an unacceptable hazard to the lives of the townspeople.

## Greenpeace fined for defying court order

Pearce Wright  
Birmingham

Three directors of Greenpeace, the environmental protection organization, were fined the High Court yesterday for contempt and were ordered to pay the costs of a case brought by the British Transport Docks Board.

Mr Justice Pain fined Peter Jackson, Jill Wootton and Mr McGarratt £1,000 each and Greenpeace Ltd £500 after the defendants admitted having infringed a court injunction.

The case brought by the docks board related to a protest March organized by Greenpeace against the unloading of spent nuclear fuel from Japan Barrow-in-Furness docks.

The board acted on the ground that Greenpeace was obstructing the unloading of nuclear fuel by causing or encouraging a physical obstruction which might impede the free move-

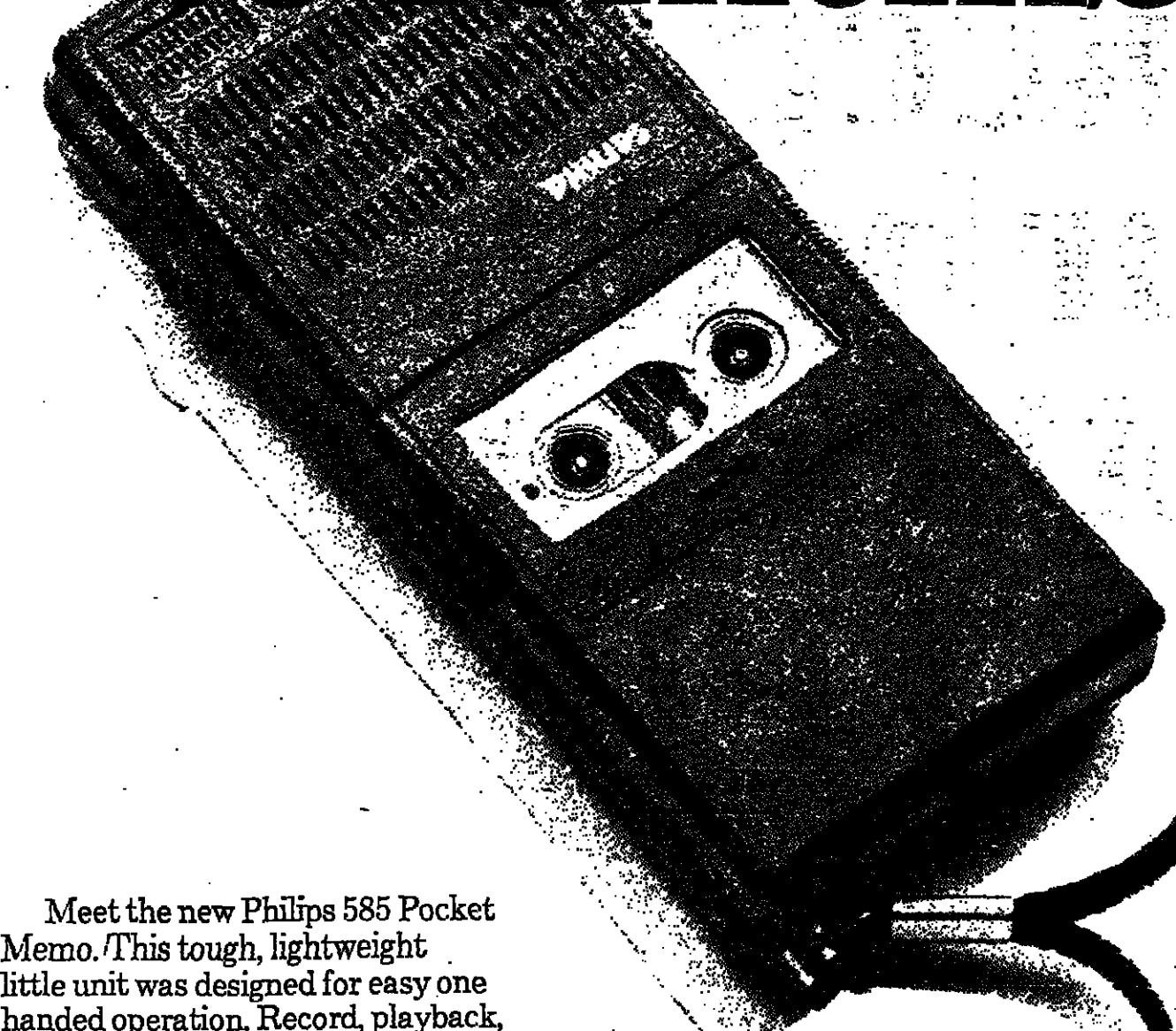
ment of vessels into or out of Barrow.

Greenpeace failed to get the injunction lifted at a High Court hearing on February 6, and in March more than 200 people took part in a protest against the shipment of nuclear waste into Barrow.

Only Mr Wilkinson was present at the protest at Barrow, but all three accepted that an infringement had been committed when the vessel, the Pacific Fisher, negotiated the approach channel to the docks and was manoeuvring through a lock at the harbour entrance. But they said that that was unintentional, and that they had not set out to defy the court.

The Pacific Fisher's cargo was being shipped to British Nuclear Fuels' reprocessing plant at Windscale, Cumbria. In the approach channel to Barrow docks several high-speed inflatable craft weaved in front of her bow and entered the lock with her.

PHILIPS Business Equipment  
A Division of Philips Business Systems

Something new  
to remember

Meet the new Philips 585 Pocket Memo. This tough, lightweight little unit was designed for easy one handed operation. Record, playback, fast forward and fast rewind are virtually fumble-proof.

The 585 takes standard Philips Mini-cassettes, giving you a total of 30 minutes' dictating time.

It's an all-new machine, so it has some pretty advanced features.

Automatic voice control to make sure your words ring evenly and clearly.

And LED light to tell you you're recording, that there's a cassette in place, and that your battery has enough power.

For such an advanced pocket memo, the Philips 585 has a surpris-

ingly low price. Around £65. Excellent value in these inflationary times. Which makes it all the more worth remembering.



I've remembered to fill in the coupon. Please don't forget to send me full details of the Philips 585 Pocket Memo.

Name \_\_\_\_\_

Position \_\_\_\_\_

Company \_\_\_\_\_

Address \_\_\_\_\_

Tel: No. \_\_\_\_\_

Philips Business Equipment, Arundel Great Court, 8 Arundel Street, London WC2R 3DT



## HOME NEWS

# MPs to hold inquiry into D-notice system of self-censorship by British press and broadcasting

By Peter Hennessy

The House of Commons Select Committee on Defence is to investigate the D-notice system, the method of voluntary self-censorship adopted by British press and broadcasting organizations on defence and intelligence matters in co-operation with the Ministry of Defence, and the Foreign and Commonwealth Office and the Home Office.

It will be the first time in its 68-year history that the Defence, Press and Broadcasting Committee, on which the representatives of Fleet Street and Whitehall sit, has been examined by a Commons committee. The system was last

reviewed in 1967 by the late Lord Radcliffe. Twelve D-notices are in use today. All were issued by the Defence, Press and Broadcasting Committee in 1971. The subjects range from the country's readiness for war to nuclear weapons and the British intelligence services.

The system was challenged earlier this year by the *New Statesman* magazine which published articles on intelligence and security organisations and the use they make of telephone tapping. The series was in direct contravention of the letter and spirit of D-notices Nos 10 and 11. The journal's editor, Mr Bruce Page, con-

ducted a correspondence with Rear-Admiral William Ash, secretary of the Defence, Press and Broadcasting Committee, in which he suggested that the system's involvement in domestic affairs in peacetime was "illegitimate".

Doubts about the continued raison d'être of the system have been raised privately by Mr David Chipp, editor-in-chief of the Press Association, and a member of the committee. The Ministry of Defence has taken the view that, were the committee to be disbanded, ministers would insist on a legal replacement which would be directly on press freedom in the defence and intelligence areas.

Recent concern inside the D-notice committee about the physical danger to security, intelligence and police officers in Northern Ireland has also led to the suggestion that a voluntary code of conduct might be prepared to supplement the D-notices. The press would be asked, for example, to refrain from publishing the addresses of the General Officer Commanding in Northern Ireland and the directors of MI5.

The idea of a Commons investigation came from Mr John Gilbert, Labour MP for Dudley, East and Minister of State for Defence from 1976 to 1979. Mr Gilbert will chair the select committee when it meets specifically to examine the D-notice system. MPs meet on Tuesday to consider how the inquiry will be conducted.



Mr John Gilbert: Originator of call for an inquiry.



Rear-Admiral Ash: Secretary of D-notice committee.

## Rail bicycle concession not enough, users say

By a Staff Reporter

Many bicycle enthusiasts are angry about British Rail's new concessions for carrying bicycles on trains in and out of London, which they say do not go nearly far enough and create a messy patchwork of arrangements.

British Rail announced its new scheme this week after a 12,000-signature petition had been handed in by two of the main bicycle lobbies, Friends of the Earth and the London Cycling Campaign.

From June 2 cyclists will be allowed to take their machines on peak-hour trains at a charge of 50p a day, but only if they use Paddington, Euston, Marylebone or St Pancras stations. Outside the peak hours the bicycles will be carried free to and from any station.

Until last January British Rail operated a free bicycle scheme; but it decided to ban all bicycles from trains in the peak-hours after complaints from commuters that cyclists held them up at the barriers. Mr Anthony Ambrose, of the London Cycling Campaign, said British Rail had offered no evidence of such complaints.

If they were true, bicycles could be left in the guard's van for two or three minutes to let the passengers off first, he said. "British Rail is not accepting that it has any responsibility to provide for this growing demand for a service." "It has made a derisory offer and the plan to charge will dissuade people from taking bicycles to work. Moreover, there will still be empty guards' vans coming in and out of London."

## Libel damages for ex-President of Seychelles

Mr James Mancham, the former President of the Seychelles, accepted substantial damages in the High Court yesterday in settlement of a libel action against *The Financial Times*.

Mr David Eady, his counsel, told Mr Justice O'Connor that Mr Mancham felt that an article in the newspaper could be understood to mean he was guilty of corruption during the 1974 elections and that he was constitutionally postponed elections.

He felt the article also suggested that he spent most of his time enjoying himself abroad while pretending he was looking for investment for the islands.

Mr Charles Gray, counsel for *The Financial Times* Ltd, and Mr Colin Imman, deputy surveys editor, apologized on their behalf.

## 'Spy in sky' pilotless aircraft due in mid-1980s

By Arthur Reed

Air Correspondent

Britain is to have its own full-scale pilotless aircraft able to act as gunnery target-ary in the sky, or remotely-controlled missile, in service by the middle 1980s.

Coded Asat (Advanced Subsonic Aerial Target) it is being developed under a Ministry of Defence contract worth £1.5m at Wimborne, Dorset, by Flight Refuelling, a company established in the 1930s by the late Sir Alan Cobham, the aviation pioneer.

The fuselage is taking shape and the first of eight test aircraft is due to make its maiden flight by the end of this year. The aircraft looks something like the wartime German V-1 flying bomb, but has its jet engine, developing 240 lbs of thrust, slung beneath the fuselage. It takes off from a circular race track mounted on a trolley, which is then jettisoned.

Once airborne it is controlled by an advanced microelectronics brain supplied by Japan. Flight is preprogrammed, and can be sustained for up to an hour and a half.

The aircraft's controller on the ground can cancel the flight at any stage by sending a signal which switches off the engine. Parachutes stowed in the tail then open automatically, and the Asat floats down.

The main role of the aircraft is to simulate low-flying intruder aircraft for the crews of Rapier anti-aircraft missiles guarding airfields and other important sites.

It can also be adapted to carry cameras for airborne reconnaissance, electronic equipment for jamming enemy radar transmissions, or explosives and a remotely-piloted missile.

Other Nato nations are expressing an interest in it, and 30 aircraft a year valued at £2m could be produced.



Photograph by Charles Milligan

A fireman wearing protective clothing to deal with chemicals leaking from tanks in Clerkenwell Road, London, yesterday.

## Irish cardinal condemns man's murder by IRA

The murder of Mr Anthony Shields by the Provisional IRA was condemned yesterday by Cardinal Tomás Ó'Fiaich, Roman Catholic Primate of All Ireland.

Speaking at a parish in Co. Louth, in the republic, the Cardinal said: "This is the kind of brutal act which the Pope requested us to call by its proper name of murder. Let no one try to suggest that this crime has anything to do with patriotism."

## Life ban on man who hacked his dog to death

Eustace Morris, aged 72, a church vergor, who was said to have hacked to death his cross-bred collie dog with a meat cleaver, was barred by the Isle of Wight magistrates yesterday for life from keeping a dog. He was given a conditional discharge for one year and ordered to pay £5 court costs.

Mr Morris, of High Street, Brading, Isle of Wight, pleaded guilty to cruelty two weeks ago. He had been remanded on bail for a social inquiry report.

## Antique dealers' and fine art fairs to be combined

By Our Arts Reporter

An antiques fair to be held at Burlington House, London, in September will combine the Antique Dealers' Fair, which used to be held at Grosvenor House, and the Burlington Fine Arts Fair, which has specialized in paintings, Sir Hugh Casson, RA, president of the Royal Academy, announced yesterday.

Last year's fair at Grosvenor House had to be cancelled for the second successive year because of a trade union dispute that began with the dismissal of 28 chambermaids. Their union picketed the hotel. Since 1934 the stands and installations had been built by Beck and Polditz.

The same company will be responsible for the fixtures and fittings at the combined fair, which is sponsored by Burlington Magazine and Thomson Publications Ltd. Queen Elizabeth the Queen Mother, who was patron of the fair when it was based at Grosvenor House, is to continue as patron.

About 50 dealers are expected to take space and exhibitors will be examined by a panel of specialists to ensure that they are of top quality. Abolition of the 1830 limit will permit submission of works of art up to a later period, probably the 1930s.

Mr George Levy, chairman of the executive committee, said that Burlington House was the natural setting for the most important of antique and fine arts fairs, and September's fair would be a curtain raiser to the next one in the same venue in March, 1982.

Lord Drogheda, one of two vice-presidents with Lord Thomson of Fleet, giving a warning against parochialism, said it would be much to the fair's advantage to have leading foreign dealers exhibiting.

Sir Hugh said that space was limited this year for the "pilot run": a larger area was expected to be available in 1982. It was hoped that it would be a regular series, he said.

The fair will take place from September 9 to 17.

## Rapist of schoolgirls is jailed for 15 years

Anthony Clyde Slade, aged 41, who was said to have made tape recordings of himself raping two girls in their beds at public schools, was jailed at Nottingham Crown Court yesterday for 15 years.

Mr Justice Drake told Mr Slade that he had admitted two offences of rape and two burglaries and asked for 225 other offences to be taken into consideration: "I think you are a very dangerous man to society."

The judge said he would have been justified in jailing him for life.

Two other charges of rape and one of burglary, which Mr Slade had denied, were ordered to lie on the file. Mr Slade admitted rape on November 28 and December 4, 1979, and the

two burglaries involving about £1,300, both at another school. The judge said: "It is quite impossible to say what effect these experiences will have upon the young girls for the rest of their lives. The rapes themselves are aggravated by the manner in which you carried them out, forcing young girls to have intercourse in various and different positions."

"You have been convicted on a previous occasion and sentenced to five years for the rape of a young woman. Your previous convictions for burglary and like offences are one of the longest lists it has been my misfortune to see."

Earlier Mr Slade was asked by the judge if he had anything to say and he replied: "The offences of rape are pretty horrendous, to say the least."

## Union loses court case

The Civil Service Union's challenge to Ministry of Defence plans to use contract office cleaners instead of direct labour failed in the High Court yesterday.

Mr Justice Forbes ruled that there was no error of law in the Central Arbitration Committee's decision upholding the ministry's refusal to disclose certain terms in tenders submitted by contract cleaning firms.

He dismissed a claim by the union that it was entitled to the information to enable it to carry out collective bargaining on behalf of its members under the Employment Protection Acts.

The union claim was made on behalf of 68 members at Rush who may be made redundant. It is considering an appeal.

## Underground hatted

The underground railway system in Glasgow was brought to a halt yesterday by a strike by 30 union members protesting over two men on the day of action being allowed to carry out their duties.

## Prisoner dies

David James Whitaker, aged 20, collapsed and died in Buckley Hall detention centre, at Rochdale, Lancashire, yesterday while serving a sentence for assault, bodily harm and theft.

## Court shorthand staff angry over tendering

By Lucy Hodges

A traditionally sedate group of employees, the court shorthand and reporters, are so angry about the Lord Chancellor's new system of organizing their work that they are talking about withdrawing their labour. That could bring the proceedings of the Court of Appeal in London and the crown courts on the Western circuit to a halt.

The dispute revolves around a new system of tendering announced by the Lord Chancellor's office, which the Conservative Government came into power, under which the firms of court reporters were invited to tender for work in different parts of the country.

A verbal understanding was reached by most of the companies that they would not poach on one another's territory and that they would put in bids for their existing jobs.

One firm, Baines and Company, of Weymouth, did not, however, agree to abide by this gentlemen's agreement. It put in tenders for court work it had not hitherto undertaken, and was granted the contract for the whole of the Western circuit.

That will not only mean that one company, Lloyd Woodland, which has been operating in Hampshire for the past 40 years, will have to close down but that other companies will have to shed employees.

That has so outraged the three other companies concerned that their professional association, the Institute of Shorthand Writers, has written to Lord Hailsham of St Marylebone to protest.

Mr Paul Sanders, who runs Hibernia and Sanders, said he would lose 60 per cent of his work and maybe 13 staff to Mr Baines. His firm was founded in 1861 by his great

grandfather and is the family firm of shorthanders in the world. "This is a new idea of ten years thrust upon us, against the will of the profession," he said.

Mr Sanders and his colleagues are also angry at the way in which the tendering carried out. Mr Barry J. principal of Baines and Company, tendered on the basis he would be picking up his rivals' notetakers if it was successful. "We this is completely unethical," Sanders said. "That is proper tendering in the 'is understood'."

The recommendation tender system came out of a study group set up by Lord Chancellor's office years ago. Mr Baines said it was to introduce competition into an area which it had been unknown. "These older think they have a God right to keep this going expense of the taxpayer," he said.

His firm, which is on years old, had put in a tender because, he said, had kept its expenses at a minimum. "In this it will not rock the count waste public money," he said.

Mr Baines said he refused to go along with the tendering agreement because he thought it was wrong would not be free to work in the country," he said. B firm was giving an asset to all notetakers put c work by their p employees that they would lose jobs with him, as they would not be paid levels recommended by a statute.

## Appeal for rehousing of elderly near relatives

By Pat Healy

Social Services Correspondent

Frail elderly people are being forced into institutions because too few councils will consider rehousing their near friends and relatives who could help, Age Concern said yesterday.

The organization is urging the 130 MPs in the Parliamentary Group for Pensioners to change the situation by amending the Housing Bill, due for report stage on Monday.

Only a quarter of local housing authorities are willing to rehouse elderly people from outside their boundaries for "social reasons", according to a Department of Environment survey published in January.

Yet moving them to accommodation near relatives or friends willing to offer support could enable old people to remain in the community longer, Mr David Ho director of Age Concern MPs in a letter re yesterday.

Mr Hobman is urging a amend the Housing Bill ensure that all local authorities set an annual of lettings to rehouse a people nearer relatives. out such a duty the hi mobility police anno last month by Mr John St Minister for Housing and struction, could be ignor many local authorities be it is voluntary.

Age Concern is also amendments to the Bill t all residential restriction applications for a tenancies, and to ensure elderly owner-occupiers w able to place their nam waiting lists.

Half of all housing au ties will not accept applica from elderly owner-occ

longer, Mr David Ho director of Age Concern MPs in a letter re yesterday.

Mr Hobman is urging a amend the Housing Bill ensure that all local authorities set an annual of lettings to rehouse a people nearer relatives. out such a duty the hi mobility police anno last month by Mr John St Minister for Housing and struction, could be ignor many local authorities be it is voluntary.

Age Concern is also amendments to the Bill t all residential restriction applications for a tenancies, and to ensure elderly owner-occupiers w able to place their nam waiting lists.

Half of all housing au ties will not accept applica from elderly owner-occ

Mercia sound on air

Mercia Sound, the independent radio station operating from Coventry, is to go on the air next Friday.

Ex-police chief dead

Mr Joseph Smalley, age a retired police chief's intendant, was found dead his car at East Leake, No hamshire, yesterday.

## MHA comes to Cumbria.. & breaks new ground

We build in Penrith in 1981 - if the first £100,000 is raised

For many years MHA's most northerly presence west of the Pennines has been at Lytham St. Annes. We have now found a fine dwelling in an ideal ¼ acre site in Penrith to help fill this gap. This project makes possible Homes consisting of 20 flats (doubles and singles), with staff accommodation and community facilities, and sparks off MHA's 'Have a Care for the Eighties' Campaign.

Please give a generous gift to launch this Penrith appeal. £100,000 is needed now as the first stage of this £400,000 project. Work will start in 1981, providing money is available.

Please send your gift to the Rt. Hon. George Thomas MP, Penrith Project, Methodist Homes for the Aged, Dept. 1, Freeport, London SW1P 3BR.



MHA must double its caring capacity by 1980. Penrith is the first of the special 80's projects.

HELP US CUT THE FIRST SOD! METHODIST HOMES FOR THE AGED

11 Tufnell Street Westminster London SW1P 3DD  
General Secretary Mr Brian J. Callin MA BSc, Pastoral Secretary Rev Norman J. Richardson

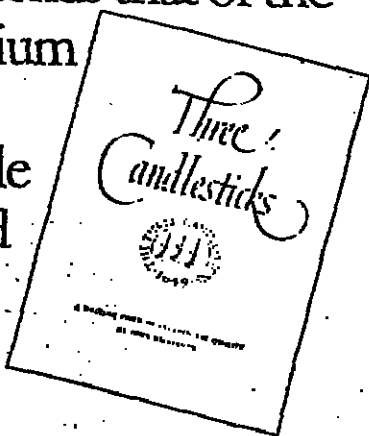
## KEMBLE Britain's Largest Piano Maker. Exporters to the world.

For further details - contact your local showroom or Mount Avenue, Bletchley, Milton Keynes (0908 7177)

# QUALITY PAPER SEEKS WRITERS.

Three Candlesticks, a writing paper of substance, seeks letter-writers whose art transcends that of the "Yours in haste" school, lest the medium overwhelm the message.

Its crisp, laid sheets are available in two sizes and in White, Blue and Golden Maize, each sheet bearing the Three Candlesticks watermark date of 1649.



A WRITING PAPER OF EXCEPTIONAL QUALITY  
BY JOHN DICKINSON.







## WEST EUROPE

# Sunshine and impending exams check Paris student violence and isolate professional 'wreckers'

From Charles Hargrove  
Paris, May 15

Those looking back with yearning to May, 1968, and the minority of professional "wreckers" among the 800,000 students in this country had reckoned without the sunshine and the Ascension Day holiday today, not to mention impending examinations.

It has as effectively checked the escalation of violence provoked by the accidental death of a demonstrator at Jussieu, one of the Paris universities, as did the Whitson weekend, which put an end to the students' revolution 12 years ago.

A big display in this morning's press of masked men in crash helmets hurling home-made bombs and sundry projectiles at the police conjured up familiar reminiscences, and sent a shudder down readers' spines before they took to the country or to the sea.

But for 48 hours, the situation was tense, and the clashes yesterday on the fringes of the protest demonstration by up to 15,000 students against alleged discriminatory measures affecting foreign students were fierce and destructive.

The riot police were battling with so-called "autonomous" groups of 200 to 300 trouble-makers, half students half rockers, anarchists at heart intent on causing maximum destruction and disorder.

Apart from the trail of broken shop windows, damaged or burnt-out police vans and private cars, which they left behind them between the Jes-

sieu campus and the Invalides, 45 policemen were injured, 140 persons were detained for questioning and 21 were charged with illegal possession of weapons, looting, arson and assault on a battery.

Small groups of young people kept up harassing tactics against the police throughout the night, and some entrenched themselves in the campus itself.

During yesterday's demonstration, it was clear that the overwhelming majority of those taking part strongly disapproved of the "wreckers", and the organizers clashed with them on several occasions in an attempt to cut short their attempts to cause trouble as the marchers moved along the Left Bank. Thanks to their efforts, it remained orderly on the whole.

But even newspaper reporters on the spot, with little sympathy for the excesses of the ultra-left, described the attitude of the police as unnecessarily provocative, with a display of force and an unnecessary liberal use of tear gas grenades which could have touched off dangerous reaction of sympathy among the "uncontrolled elements".

Unlike 1968, when the Government was hamstringing its efforts to deal with a deteriorating situation by the sympathy of the public for the students, there has been nothing like it on this occasion.

The average Frenchman is fed up with years of sporadic unrest in schools and uni-

versities; he is obsessed with the fight against delinquency, crime and terrorism, and is pathologically thirsting for law and order. The Government knows this.

M. Christian Bonnet, the Minister of the Interior, touched the right chord when he told the National Assembly yesterday: "You want firmness, and you shall have it. There is no privilege of immunity which can be objected to the police acting against those caught in the act."

The Government cannot tolerate that under cover of international studies, some elements should try to slip into our country to pursue activities which have only a remote connexion with those of foreign students.

The minister pointed out that there were five times as many foreign students in France as in the United States, and 10 times more than in Russia. Out of the 830,000 registered students, 166,000 are foreigners.

"The real students are always welcome here. France wants nothing to do with the others," he told a Republican Party meeting earlier this week.

He went on to emphasize that the language test for foreign students instituted by the decree of December, 1979, which is at the root of all the trouble in the past months, was no luxury since 30 per cent of the foreign candidates for French universities are incapable of writing two lines of French without making 17 spelling mistakes.

## Basque climbers reach summit of Mount Everest

Bilbao, May 15.—An expedition of Basque mountain climbers has scaled Mount Everest, planting the Basque flag at its summit, according to a reliable source here.

Señor Martin Zabala, aged 39, a native of the village of Hernani near Spain's border with France, was reported to be the first to the top, accompanied by Paul Tomez, the Nepalese Sherpa guide.

The expedition was mounted by 12 people who left Spain for Nepal in February. It is the twentieth expedition to have succeeded in reaching the peak of the world's highest mountain. The first expedition, under Sir John Hunt, achieved success on May 29, 1953, when Sir Edmund Hillary of New Zealand reached the summit with Sherpa Tenzing—Agence France-Presse.

## President unhurt

Dakar, May 15.—President Sekou Toure of Guinea escaped unhurt from an assassination attempt carried out with a hand grenade, Conakry radio said. One person was killed and 30 others injured in the attack.

## Strasbourg Tories yielding to 5% on farm prices

By David Wood

More than a little startled by the Chancellor of the Exchequer's frank reference to the possibility of Britain's withdrawal from the EEC as a last resort, Conservative members of the European-Democratic group were moving in London yesterday towards reluctant acceptance of a 5 per cent increase in Community farm prices.

In return, they would expect a settlement soon on Mrs Thatcher's demand for a broad balance between what is paid into the Community and what is drawn out. Mrs Margaret Thatcher rejected the 5 per cent increase as part of the package offered her at the Luxembourg summit last month.

Meeting to prepare for next week's plenary session of the European Parliament in Strasbourg, Conservative MEPs first heard Sir Geoffrey Howe, Chancellor of the Exchequer, and then Lord Thorneycroft, chairman of the Conservative Party. Sir Geoffrey is said to have left no doubt that a budget settlement was the European priority this year.

This issue will arise next Wednesday when Signor Emilio Colombo, the Italian Foreign Minister, and president of the Council of Ministers, makes a statement to the Parliament on the foreign ministers' moves to break the deadlock on British demands for budgetary justice and the countervailing demands of the EEC for a 5 per cent general farm-price increase.

At yesterday's group meeting MEPs told Lord Thorneycroft that there must be much closer cooperation between themselves and Westminster MPs. There is undoubtedly a fear among the Strasbourg contingent that Mrs Thatcher and the Government are setting themselves at the head of a national movement against membership of the Community.

Two of the most distinguished women in European politics have an early opportunity to meet—Mrs Thatcher and Mme Simone Veil, President of the European Parliament. Mme Veil is visiting Britain on June 5 to receive an honorary degree from Cambridge University, and moves are being made for her to see Mrs Thatcher at 10 Downing Street.

## OVERSEAS

# Warning to skippers as US acts on Cuba exodus

From David Cross  
Washington, May 15

The authorities in Florida today started to enforce President Carter's new decision to halt the flotilla of small boats bringing thousands of Cuban refugees to the United States.

American Coast Guards began warning skippers that they risked fines and other penalties, including confiscation of their vessels, if they refused to Key West with more refugees. The first arrests were expected today as the flow of refugees continued.

In nearby Miami, where many Cuban-Americans live, the Administration opened a family registration office to begin collecting names of Cubans with relatives in the United States, who qualify for entry. Only these refugees, along with political prisoners and people who have taken refuge in the American and Peruvian missions in Havana, will be allowed to enter the United States.

The new policy depends on cooperation by the Cuban authorities. President Carter said the United States would insist that screening of potential emigrants must take place in Cuba rather than in the United States as at present. He had no assurances that President Castro would agree to such terms.

If the Cubans cooperated the United States would provide aircraft and ships to bring qualified refugees to the United States.

Since the flotilla began ferrying Cubans some three weeks ago, about 39,000 have arrived in the United States.

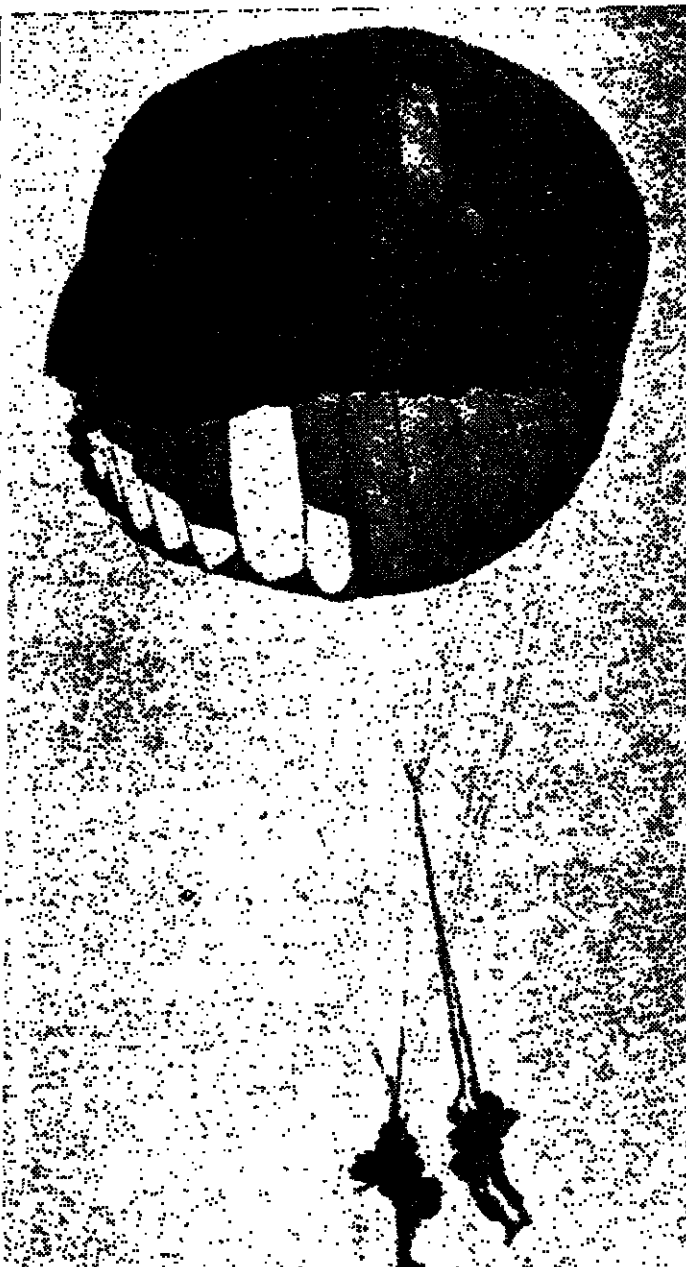
The new programme for dealing with the refugees is the third in as many weeks. The latest change of heart is due to a number of factors, not least of which is growing opposition in Congress and elsewhere to a seemingly endless flow of immigrants when the country is entering a recession.

There has also been concern in the Administration about the deaths during the exodus. At least seven refugees have died at sea. Three were discovered dead today, poisoned by fumes in the hold of a boat which had landed at Key West.

Since the exodus began Mr Carter and his advisers have been hoping that the problem would disappear. But, as the numbers of refugees grew it became clear that some action had to be taken to control the flow.

## Press strike spreads

Sydney, May 15.—A strike by journalists protesting against the dismissal of 27 sub-editors for refusing to use electronic equipment spread to Perth, Hobart and Adelaide today, affecting the production of most of Australia's main newspapers.



A tense moment for two women as their parachutes become entangled over Fort Bragg, North Carolina. They landed safely.

# Iran swept by fear of US-organized coup

From Tony Alloway  
Tehran, May 15

Fears grew in Iran today that the United States is planning to overthrow the Government here by an internal coup. Last night President Abolhasan Bani-Sadr said that 96 American agents had been landed in Iran to direct a campaign of subversion.

Today a statement by the Islamic Revolution predicted that a coup, ostensibly in support of the Ayatollah Khomeini but in fact led by "American mercenaries" would be launched against the Islamic republic soon.

Statements by the mujahedin, a group closely affiliated with the clergy-backed Islamic Republican Party (IRP) and with many of the Revolutionary Guards, are usually disregarded as little more than rhetoric. But some leftist political sources who read today's message said the statement was "extremely significant. They seem to know much more than they are saying."

Reprinted in the IRP newspaper, the statement under the headline "Full alert to the Muslim people to confront American coup" the statement said that a fifth column of "internal American mercenaries", Freemasons, British intelligence agents and the Israeli Mossad security service were involved in the plot. The coup would be in the name of saving the Islamic Revolution, but would immediately be followed by another overthrowing the Islamic Republic in the same manner as Indonesia.

be launched by foreign agents in the Army, some of them at high command levels, and former Savak (secret police) agents in the country. The security forces and population needed to be on the alert.

Amidst the many rumours of coup plots in recent weeks, it has been frequently postulated that any attempt to seize power would have to be made in the name of the ayatollah, who still commands the loyalty of the vast majority of Iranians.

Warning the people that the atmosphere in Iran resembled that before the 1953 coup which brought the Shah back to power, the statement urged the security forces to arm ordinary Iranians and form cells based on local security committees or mosques. It also called for surveillance of "suspicious developments in the Army."

The mujahedin also repeated an earlier call to the left to cooperate with Islamic groups in confronting the "plot". It warned members of the ruling Revolutionary Council "who are not fully in (Ayatollah Khomeini's) line... to avoid any differences and splits." Some political observers saw the statement as another element in the IRP's attempt to achieve unchallenged dominance of Iran's political scene. More tombs to fall: Having demolished the tomb of the Shah's father, the constitutional monarch, the Islamic judge Sadeq Khalkhali has announced that three more mausoleums near Tehran are to be destroyed. They house the remains of Razmara, the Shah's uncle, and his military colleagues, Babanian and Lashgari—Reuter.

# Concern over foreign policy failure Handicap to Carter prospects of election

From Patrick Brown  
Washington, May 15

President Carter's handlers (a term of art meaning those whose job in life is to work for his reelection) are seriously worried that a lack of success in foreign affairs will lose him the election.

Mr Cyrus Vance's resignation as Secretary of State was a blow for the President, despite the acclaim for the new Secretary of State, Edmund Muskie. How much of a blow showed through last Friday, when Mr Carter left the Rose Garden to campaign for the first time since the American diplomatic crisis in Tehran were taken hostage. He was asked about the change and his fears and resentments suddenly broke through his usual self control and discretion.

He was astonishingly and tactlessly rude about Mr Vance. "My hope is that Ed Muskie will play a somewhat different role than the one Secretary Vance played," he said. "Because of the difference in background, temperament, and attitude." He could not stop himself. It all came pouring out.

I see Muskie as being a much stronger and more statesmanlike senior citizen figure, who will be a more evocative spokesman for our nation's policy, not nearly so bogged down in the details of administrative work as the State Department, perhaps not quite so bogged down in the details of protocol like meeting with and handling the visits of a constant stream of diplomats who come to Washington."

Mr Carter is clearly out of practice. When he has been on the campaign trail longer, he will better to curb his tongue. Last Friday, he said what he really meant, and everyone was appalled.

President Carter seems to believe that the chief job of the Secretary of State is to be "an evocative spokesman of our nation's policy," not to waste his time with visiting diplomats, whose business here is purely protocol. The visiting diplomat Mr Carter and Mr Muskie had seen most recently was Lord Carrington, and indeed, they accorded him very little time, perhaps an hour between them.

Traditionally, Secretaries of State do not indulge in electoral politics. Mr Carter, it would seem, does not attach much importance to that tradition and wants Mr Muskie out on the hustings "evoking" the many successes of the President's administration. He may be disappointed.

For the moment, though, the damage is the revelation of his conception of the role of a Secretary of State, and his relegation of diplomacy to a matter of protocol.

Mr Carter has a fine sense of the effect that symbolic justice

can have on the American psyche. He walked to the House on the day of his inauguration. He sold presidential yacht, and addresses the nation sweater to show that he is a wage of a He has, however, little of foreigners' sensitivity. B his immediate entourage, gians to a man, have little for foreigners, and even often it shows through. As Tito lay dying, the G ment whether Mr Carter attend the funeral. The Department and the A sador in Belgrade as advised him to go. The it would be a gesture of r for the Yugoslav people would be much appreciate would pay dividends in the petition for Yugoslavia's allegiance.

## US Election



President Carter decided to go. It was a serious bit as The Times pointed out it was compounded by Carter's decision to see another. As world dignitaries gathered, the American President and the American First Mother were four occupy a low position in order of protocol. Geor as we have seen, think pr a waste of time.

Mr American correspondent Belgrade picked up Yu unhappiness; the news quoted The Times, an White House got very The Press Secretary calle group of correspondents told that they thought the Administration (Mr Carter) was sick of European criticism.

Now, so far as the elect concerned, the voters are going to care very little about the Yugoslav patronized or the West peans abused. They do and have already noticed Mr Carter is no longer est so highly as were his cessors.

The trouble is that Euro have a low opinion of Carter's abilities, and opinions have become here. If Mr Carter were successful or more popula electorate would rally ar As it is, noting that Mr Carter has shared the European doubts, people less confident about the dent. As well as the bu of the Iran crisis and economy, the President h add an international repu for incompetence.

# Greek President invested

From Mario Modiano  
Athens, May 15

Mr Constantine Karamanlis was inaugurated today as President of Greece, with a solemn oath-taking ceremony in Parliament.

Archbishop Seraphim, the Greek Orthodox Primate, splendid in his gold-braided stole, administered the oath to the new President who, evidently moved, placed a firm hand on the Gospel. He pledged to defend the country's independence and integrity, protect the rights and liberties of the people and serve their progress and well-being.

Strong applause and cheers followed the new President as he left the chamber. The

Opposition deputies stood silent defiance.

Before driving to the Presidential Palace, where received the good wishes of Government, the Oppos foreign ambassadors, state nitaries and members of Parliament, President Karamanlis went to the tomb of Unknown Soldier.

Mr Constantine Tsatsos, former President, in his resignation to Parliament invoked "critical internat circumstances and grave illness" to leave the office. He was relinquishing his almost six weeks before expiry of his tenure.

The manner in which Tsatsos comported himself during his term of office widely acclaimed.

## Lord Carrington sceptical about Kabul proposal

Continued from page 1

powers at their meeting in Vienna this weekend.

Mrs Thatcher, in the Commons, said: "We observed the proposals about Afghanistan which came out this morning. They were not really very different from those which had been previously published on April 12."

She put great emphasis on her comment: "We also observed that they did not make provision for the withdrawal of Russian troops from Afghanistan."

Soviet offer: The Soviet Union today informed India that it would withdraw its troops from Afghanistan if the Islamic conference in Islamabad on Saturday drops its refusal of direct contacts with the Kabul authorities, diplomatic sources said today.

The sources said that the Russians also wanted a "meaningful assurance" from the United States that Washington would not take steps which could threaten the Babrak Karmal government and a guarantee that it would "not meddle in the internal affairs of Afghanistan."

Western diplomatic sources here feel that the new Soviet move is aimed at creating confusion at the Islamic conference which is expected to come out with a strong condemnation of the Soviet action in Afghanistan. —Agence France-Presse.

## Silk import curbs

Japan's ruling Liberal Democratic Party is preparing a Bill that would further restrict silk imports, the Asian Wall Street Journal reports. If the Bill is approved by parliament, Japan will generalize imports of silk yarn and fabrics as well as raw silk.

## Record bids continue at New York art auctions

From Geraldine Norman,  
New York, May 15

The excitement generated by the big prices paid in the Ford and Garbisch picture sales in New York this week seems to have rubbed off on the lesser sales that have followed, bringing considerably higher bids than expected.

Sotbey's sale of Impressionist and modern art last night made a total of \$7.5m (about £3.3m).

Three new auction records were established for individual artists. There was a new auction record price for an engagingly abstracted Joan Miro of 1939. Sold for \$400,000.

There were also auction records for André Masson when his "Man in a Tower" of about 1923 fetched \$52,500 and for a Maitok sculpture when "Torso of Venus", one of six casts dat-

ing from 1920-25, sold for \$150,000.

Christie's sale of Impressionist and modern drawings yesterday also brought much higher prices than in an equivalent sale last month. The sale totalled \$1,052,710 with only 10 per cent unsold. A Giorgio de Chirico drawing of 1917 entitled "Solitude" caused a stir when it was sold for \$165,000, easily the highest price on record for a Chirico drawing.

Meyer collection: Sotbey Parke Bernet in New York announced today that they will sell 32 paintings and drawings together with a small but important group of sculptures from the collection of André Meyer in October.

The Meyer sale is likely to be another record breaking event for the art world.

## America looks windmills for electrical power

Cleveland, Ohio, May 15. Thousands of windmills towers 100ft to 200ft high rotor blades 200ft long o supply a third of America's electricity, the National Aeronautics and Space Administration (Nasa) says.

Using existing technology about 90,000 windmills advanced design, grouped clusters of wind farms across the United States, could provide electricity at commercially competitive rates, Mr William Robbins yesterday. He is head of Nasa's wind and stationary power division.

Mr Robbins said Nasa completed design work on advanced windmill structure will build a cluster of this year at Goodhue in Washington.

Good locations for such windmills can be found nationwide.

# Warsaw Pact 'peace initiative'

From Desra Trevisan  
Warsaw, May 15

The Warsaw Pact leaders today called for a European conference on disarmament and détente which Poland offered to host. The call, issued on the eve of the Gromyko-Muskie meeting in Vienna, underlined the Soviet block's readiness to improve East-West relations.

At the summit meeting the Warsaw Pact leaders endorsed a 27-page joint declaration which goes over a whole range of problems, lists many of the previously proposed solutions and calls for renewed efforts to convene a world conference on disarmament, thus repeating to a large extent the initiative produced by previous Warsaw Pact summits over a number of years.

The lengthy declaration singles out Nato's decision to deploy medium-range missiles in Europe as particularly dangerous and gives warning of the consequences.

It reiterates the Soviet proposal to freeze the deployment of Soviet SS20 missiles if Nato agrees to do the same.

The declaration also calls on all the 35 signatories of the Helsinki accords to take a constructive stand so that a decision on the convening of a European conference on disarmament and détente should be taken at the forthcoming follow-up meeting in Madrid.

Although the Warsaw summit did not produce any new proposals, its declaration is couched in moderate language and seems to leave all options open, suggesting a flexible approach.

But the conciliatory tone of President Brezhnev's speech at the end of the two-day meet-

ing with a strong plea for real dialogue, is of greater portance than the Warsaw P initiative.

In the current complication situation, he said, it was necessary to cooperate and he raised his voice against a feverish race.

Recalling the 25 years of Warsaw Pact alliance, Mr Brezhnev said that its existence had created a basis for a realistic approach by Western governments.

Keeps for peace: A brief Polish news agency report issued before the publication of the joint declaration, said a world conference proposed by an initiative by the treaty states to strengthen the hopes of peace. Reuter.

# CURRYS DISCOUNT PLUS

...means we promise you the lowest price...

We promise you the lowest price. If you find you could have paid less locally at the time of purchase, call back within seven days and we'll refund the difference.

Your brand new Hotpoint 840 dishwasher is backed by Currys Mastercare 12 months parts and labour guarantee. Cash on delivery is a phone call away and we have credit terms to suit you with deposits as low as 10%. We also provide a low cost delivery service. So look for your nearest branch in the phone book.

## HOTPOINT LIBERATOR 840 DISHWASHER

This elegant dishwasher has three fully automatic programme sequences and will wash up to 12 place settings. Hotpoint's unique triple spray action ensures thorough cleaning and the extra sound insulation keeps operating noise to a minimum. The Liberator also has additional heat facility for fast and efficient drying, a rustproof stainless steel interior and a rack for additional cups and glasses is provided. Currys usual price £252.95

**SPECIAL OFFER £229.95 CASH** or £25.95 deposit and 9 monthly payments of £25.85. Credit price £258.60.

Subject to availability.

**Currys** Britain's electrical specialists.

هكذا من الأصل



## OVERSEAS

## Hebron still simmers with anger of Jews and Arabs

Christopher Walker, 15, mounting anxiety from the Israeli military, this morning under the... today—the twelfth day of the Palestinian ambush killed six Jewish settlers. yet, there is no sign that the Israeli military has done anything but contain the spiral of violence between Jews and Arabs.

On the flat roofs of surrounding houses, sullen groups of Arabs could be seen staring down resentfully at Israeli soldiers in full combat gear patrolled the empty streets in Hebron.

One officer explained that the Arabs were now permitted to leave their homes for two hours every day to buy food, but it was impossible to investigate Arab claims of serious shortages.

Hebron, May 15.—Rabbi Kahane, a fanatical Israeli nationalist, was remanded in custody today for investigation of allegations that he plotted armed vendetta against Arabs in occupied territory.

## Rabbi Kahane is suspected of planning reprisal

Hebron, May 15.—Rabbi Kahane, a fanatical Israeli nationalist, was remanded in custody today for investigation of allegations that he plotted armed vendetta against Arabs in occupied territory.

## Trudeau speech triumph at end of Quebec campaign

Patrick Brogan, 15, real, May 15.—Quebec referendum campaign is now in the home stretch, at a stage when people heard every argument and nearly sick of the whole mess.

Pierre Trudeau, the 61-year-old Prime Minister, there achieved a great personal triumph yesterday evening by doing a large crowd-gathering for his last speech of the campaign.

## General Grigorenko tells of Soviet wave of arrests

Caroline Moorehead, 15, more than 80 dissidents have been arrested in the Soviet Union in the last six months, according to General Pyotr Grigorenko, the highly decorated former Soviet officer now in the United States who is visiting London this week.

## Former minister and fish-and-chip shop manager leads Uganda

## Mr Muwanga is a master of political survival

Kampala, May 15.—The civilian at the head of Uganda's military coup is a round man with spectacles who has been an ambassador, a government minister and, in between, a fish-and-chip shop manager in London.

Mr Paulo Muwanga has suddenly caught the world's attention as chairman of the military commission which proclaimed itself the executive power in Uganda, defying President Binaisa who insists he still controls the country.

Associates who have known him for years say he is Machiavellian and pragmatic, "like someone out of Shakespeare—a combination of Falstaff and the Prince".

In 1953 and 1954 he was a member of the central executive of Uganda's first political party, the Uganda National Congress.

## No army take-over in Uganda, new leaders say

From Our Correspondent

Nairobi, May 15.—Leaders of the coup in Uganda said in Kampala today that it was not an army take-over. Members of the military commission of the ruling Uganda National Liberation Front, led by Mr Paulo Muwanga, who was Labour Minister in President Binaisa's cabinet, had decided they must

act against what they regarded as arbitrary and dishonest rule. Mr Muwanga gave this explanation when he along with other members of the military commission, addressed permanent secretaries of government ministries and other senior officials at the conference centre in Kampala.

There was no direct news of Mr Binaisa today but he was



Mr Paulo Muwanga: A role in all Ugandan governments.

job of re-creating a police force and establishing law and order after the war.

Soon after taking office President Lule, a conservative elder statesman, was in conflict with

Mr Muwanga whom he described as a representative of former President Obote. Last June President Lule reshuffled his cabinet, dropping Mr Muwanga. But the reshuffle led to Mr Lule's downfall and he was replaced by President Binaisa.

President Binaisa reinstated Mr Muwanga as Minister of Internal Affairs but earlier this year he moved him to the less sensitive post of Labour Minister.

Mr Muwanga had played only a small part in government affairs until he emerged as chairman of the military commission of the ruling Uganda National Liberation Front to challenge President Binaisa.

He is one of only two civilians on the military commission, but so far he appears to be the presiding figure. President Binaisa, meanwhile, remains in his residence at Entebbe surrounded by Tanzanian guards, according to travellers, and is in telephone communication with Kampala, through aides.—Reuter.

## Threat to ban British Lions angers whites

From Frederick Cleary Salisbury, May 15

Zimbabwe's whites are angry at a Government suggestion that the British Lions' rugby visit to Salisbury next month should be called off. The team is due to play a Zimbabwe national side on June 10 but Mr Cephas Msaia, the Deputy Minister of Sport, issued a statement to The Herald newspaper last night saying such a visit would be "inappropriate and an embarrassment to this country".

The statement added that while sporting teams from abroad were welcome the Government would not consider teams that treated Zimbabwe as part of South Africa and this was how the Lions treated Zimbabwe on this present tour.

The minister emphasized that the suggestion in no way affected Zimbabwe's overall policy on sporting links with South Africa. The Cabinet had still to make a decision on this matter.

The Zimbabwe Rugby Union was advised to call off the game. Mr Desmond van Jaarsveld, the president of the Rugby Union, tried immediately to arrange a meeting with Mrs Teuri Ropa Nkhomo, the Minister of Sport, who only recently told him that the Lions match had the blessing of Mr

Robert Mugabe, the Prime Minister.

The rugby official was told he could not see the minister until Monday. Should the game be called off it will have a demoralizing effect on most whites who, like South Africans, have a passion for rugby.

What is puzzling is the proposed ban of a British team. Had it been a South African side it might have been understandable. One irate white remarked: "If Prince Charles can come here why not Billy Beaumont?"

The Government has spent about \$5(Rhodesia)10m (£7m) paying wages to about 30,000 members of the Zania and Zipra guerrilla armies. Still based in about 13 assembly camps since the Lancaster House ceasefire agreement was signed at the end of last year, the guerrilla troops are receiving \$5(Rhodesia)100 (£70) a month backdated to March.

Last month, Lord Soames, the former Governor, authorized \$5(Rhodesia)35m in a supplementary vote. A total of \$5(Rhodesia)10m was earmarked for "associated forces".

The Joint High Command did not want to pay the guerrillas so much money—the same rate of pay as a private in the regular Army—but was overruled by the Government.

## Mexican leader in Portugal

Lisbon, May 15.—President José López Portillo of Mexico arrived in Lisbon today for a 24-hour visit and talks with Dr Francisco Sá Carneiro, the Portuguese Prime Minister.

Senor López Portillo, who is accompanied by several ministers, begins an 11-day official tour tomorrow of France, West Germany, Sweden and Canada.—Reuter.

# FREE\* The SAAB 900 GLS TEST DRIVE from your home or office



Here's a rare opportunity that can't be missed. By simply picking up the 'phone now, for FREEFONE 3215 you'll find yourself behind the wheel of one of the finest cars around. It's the SAAB 900 GLS. The SAAB FREEFONE service means you can arrange to have the car delivered to your home or office on a date and time to suit you, or you can collect the car from your nearest SAAB dealer. Either way, the car's all yours for a free\* 24 hours test drive, from the moment you turn on the ignition.

The SAAB 900 GLS, is the car that's been designed for drivers and driving! After just a few miles, you'll realise just how much power you've got in your hands. The performance, handling, superb roadholding, comfort and safety will give undoubted pleasure to the most discerning motorist. A truly unique sense of roadcraft. Add the enormous load carrying capacity and unique ventilation as just some of the many features packed into a sleek body, and you've got a car that meets all your needs, without compromise. Once you've driven the SAAB 900 GLS, you'll know why it's the car that's Born to Lead.

## Make a date with a beautiful Swede and enjoy 24 hours FREE\* test driving a SAAB 900 Born to Lead

# Phone FREEFONE 3215 Now IT'S MANNED AROUND THE CLOCK

—so whatever the time, dial 100 and ask the operator to get you FREEFONE 3215. It won't cost you anything.

\*except petrol used, which must be paid for on completion of the test drive. This test drive is subject to certain insurance conditions.



## OVERSEAS

## Troops guard central Seoul as 30,000 students fight police

From Jacqueline Rediff, Seoul, May 15

Armed troops moved in to guard central streets and key government buildings in Seoul today, for the second day running, because of huge student demonstrations.

Lines of soldiers and dozens of armoured troop carriers took up positions around the building which houses the Government offices, sealed off entrances to the presidential residence, the Blue House, and closed the main boulevard leading to the city hall.

They turned back traffic and pedestrians and caused a city-wide traffic jam. Students gathered at the central railway station throughout the afternoon and riot police, using pepper fog and tear gas, were unable to prevent them moving along the main avenue.

One group of students commandeered a police bus and drove it through two lines of police, seriously injuring several of them. Another group set fire to an armoured police van into the crowd.

Earlier, students from three universities in Seoul, fought with police and broke through the cordons they had set up around campuses. In the southwestern town of Kwangju 10,000

students clashed with police and hurled stones at them as they marched through the town to demonstrate in front of the municipal offices.

So far, the troops have not taken any action beyond sound-ing frequent sirens and warn-ing people to get off the streets and perhaps to deter the oncoming students.

But since early morning the centre of Seoul has been heavily guarded by hundreds of riot police who commandeered dozens of city buses to bring in extra forces.

The students want the immediate lifting of martial law, imposed last October after the assassination of President Park Chung Hee, and for democratic reforms.

One student leader said their present action was on behalf of the general public who were too timid to fight for their rights.

The students have called for the resignations of Mr Shin Hwon Hwak, the Prime Minister, and newly appointed Korean Central Intelligence Agency Chief, Lieutenant General Chun Doo Hwan, but have not mentioned President Choi Kyu Hah because, as one student explained, they consider him a mere puppet of the other two and therefore of no importance.

## British captain shot dead by pirates

Manila, May 15—Pirates attacked a container ship, killing our bad weather in Manila Bay and shot dead the British master after demanding money, authorities said today.

One of the ship's 38 crew was wounded when the five pirates opened fire on Captain Arthur Dyason, aged 63, of the 10,000-ton Oriental Ambassador after boarding the vessel at about midnight yesterday.

The ship's agent said Captain Dyason was shot nine times after apparently refusing to hand over money. The attack occurred while the Oriental Ambassador, on its way from Manila to Taiwan, was anchored near the entrance to Manila Bay.

Official said the ship, owned by the Oriental Overseas Container Lines, based in Hong-kong, left Manila yesterday but

sought shelter from bad weather. Pirates on a fishing boat forced their way on to the ship, rushed to Captain Dyason's cabin and demanded money.

"I think he refused to give them the money," a spokesman for the agents said. "One of the crew said the captain was moved as though he was going to parry a gun pointed at his neck and the pirates probably thought he was going to fight so they shot him."

The pirates fled after the shooting apparently without taking anything. The ship was brought back to Manila and is to carry on to Taiwan tomorrow.

The wounded man was Mr Lee Kwong, aged 20, a junior engineer from Hongkong. His condition is not serious.—UPI.

## Confusion in murder case after plea bargaining

From Ivor Davis, Phoenix, Arizona, May 15

In June, 1976, Mr Don Bolles, an investigative reporter with the *Arizona Republic* newspaper, started his car and set off a bomb. Eleven days later he died from his injuries.

There was national indignation over the crime. Mr Bolles, it turned out, had been assassinated because he had written a series of stories linking criminals and respectable businessmen to a dubious land sales scheme.

Police arrested Mr John Adamson, aged 36, a greyhound breeder, who allegedly confessed to planting the bomb in Mr Bolles's car. Instead of pressing for the death penalty, prosecutors allowed him to plead guilty to a reduced charge of second-degree murder and he was sent to prison for 20 years.

He was shown leniency because he promised to become the prosecution's main witness against his alleged accomplices. His testimony led to the conviction of Mr James Robinson, aged 57, a plumber, and Mr Max Dunlap, aged 51, a contractor, who were sentenced to death.

## State funeral for rehabilitated Chinese leader

Peking, May 15—A funeral ceremony here on Saturday for President Liu Shaoqi who died in disgrace 11 years ago will mark the total rehabilitation by Mao Tse-tung's successors.

An official statement announcing the ceremony today said foreign diplomats and journalists would be barred from attending it. The event will be screened live by Chinese television as was the funeral of Chairman Mao in September, 1976.

Liu was President of China before his disgrace during the Cultural Revolution. He died in detention in Kaifeng, in central China, on November 12, 1969, of an untreated illness.

At the time of his disgrace, Liu was the most serious rival with whom Mao had to contend. On February 29 of this year, he was formally rehabilitated as a "great Marxist" in a complete turnabout by the Chinese Communist Party's Central Committee—Agence France Presse.

## India in talks with China

From Kuldip Nayar, Delhi, May 15

A senior Indian official from the Foreign Ministry is visiting Peking to clarify the soundings China has been making to improve relations with India.

Mr Huang Hua, the Chinese Foreign Minister, has said he would like to visit India in the near future and Mr Eric Gonyalves, the Indian official, will finalize the trip.

Mrs Indira Gandhi, the Prime Minister, and Chairman Hua Guofeng, met in Belgrade during President Tito's funeral. It

## Koreans honour inventor of the ironclad

From Richard Hughes, Hongkong, May 15

Koreans this month celebrate the 435th birthday of Admiral Yi Sun-Shin, who invented the turtle-ship, the first ironclad.

With its invention he was able to crush the Japanese Hideyoshi invasion in 1592, but was killed on board an armoured ship.

The turtle-ship was a galley, decked with iron plates to protect the rowers and armed with an iron ram shaped like a turtle's head.

The Japanese had a strong force, but no artillery capable of damaging the turtle-ship. Admiral Yi completed the secret construction of his ships in April 1592. He met the invaders in May, June and July, sinking a total of 177 ships.

The Japanese called off the operation and sought a peaceful settlement.

He was buried in western Korea. In 1967 a shrine was erected.

was their first meeting and they are reported to have emphasized the need to create the climate for a gradual restoration of friendly relations. Mr Gonyalves wants to discuss in Peking how the ice can be broken between the two countries who went to war in 1962 over the border dispute.

Chairman Hua is believed to have said that India could play an important role towards peace and stability in the region—which is in sharp contrast to China's previously critical attitude towards India.

## FOREIGN REPORT

## Spain's malaise poses stern challenge for hard-pressed Señor Suárez

"I don't think anybody in the UCD is capable of breaking up the party to form a government with other parties," Señor Adolfo Suárez, the Spanish Prime Minister, said recently in one of his rare meetings with journalists.

There are those in the UCD (Centre Democratic Union) who would disagree, and as a result Señor Suárez now faces the most serious challenge of his political career.

Never has his popularity been lower since he burst on the scene as the bright young technocrat determined to dismantle the structures of the Franco dictatorship and replace them with democratic ones.

Spaniards are concerned: nothing seems to be going right. Political violence is much more commonplace than under General Franco. Crime rates are going up; unemployment is unofficially estimated at 10 per cent and rising; the inflation is running ahead of official expectations.

The courts continue to convict Spaniards for "crimes" of opinion and there are still frequent allegations of police brutality; the central Government is dragging its feet on promised home rule; there is virtually no economic policy and foreign policy is confusing if not ambiguous.

Spanish fishermen are constantly being arrested in neighbouring fishing grounds: Frenchmen burn lorries full of Spanish fruit and vegetables with alarming frequency; the graphs of the stock market and investment keep pointing downward.

In short, in the words of Señor Josep Tarradellas, the outgoing president of the Catalan home-rule government, "Spain is sad. There is lack of faith, of confidence. There is no goal."

The lack of faith and confidence is so severe in Señor Suárez's own party that it forced him to shake up his Cabinet recently, and not even that could be bringing dissidents back into the UCD into harmony.

Disillusionment is evident in the poor showing that the ruling party made in recent regional elections, but it is so widespread that it also cut deeply into the potential vote of the opposition Spanish Socialist Workers' Party, led by Señor Felipe González, an Andalusian lawyer.

Undoubtedly the Prime Minister's "old style of governing", as his opponents within the party call it, has something to do with the loss of left-down. Trained as a promising government official under General Franco, he became the political protégé of the grey eminence



Señor Adolfo Suárez, the Spanish Prime Minister, faced with growing party dissension

of the regime, Admiral Luis Carrero Blanco. He learnt public administration in a school where there was very little emphasis on the public.

In the "old style", he seldom makes a public appearance, rarely grants interviews (and as often as not, when he does, it is with foreign news media), hardly ever appears in Parliament and avoids making statements which might commit him on specific issues.

General Franco cloistered himself inside the gloomy El Pardo Palace. Señor Suárez barricaded himself inside the well-lighted Moncloa Palace.

Among his lukewarm or now disaffected supporters are those who feel that he leans too far to the left, others who feel that he leans too far to the right. But the majority of his lost backers are disappointed that his position could deteriorate even to the point that he

Parliament and advisers—as in the legalization of the Spanish Communist Party or in the negotiations on autonomy for Basques and Catalans—and his failure to keep the people (or often even his political aides) informed. His personal rule is definitely "old style".

Now, Señor Suárez says, he is going to change all that. The same pressures within his party which forced the Cabinet changes and which were to lead later to the replacement of the secretary-general of the UCD were responsible for a commitment by a reluctant Señor Suárez to make a policy speech in Parliament.

However, when the date of the parliamentary session was set for May 13, the head of government was in trip to the Middle East. Probably sensing that his position could deteriorate even to the point that he

might have to face a vote of confidence, he sent a message from Saudi Arabia asking for a postponement, and the session was put off until next Tuesday.

Calling together the score of journalists who had been accompanying him on the trip for four days and whom he had virtually ignored until then, Señor Suárez announced in Riyadh: "I have made up my mind to stop keeping quiet. My silences have hardly ever been well interpreted. I have tried my best to avoid tensions and perhaps I was mistaken..."

Launching into a counter-attack, he told the newsmen: "I do not intend to remain silent from now on, in the face of accusations as serious as those which are habitually made against me, and I am going to give the right answer right away, on the spot."

"I am going to take part in events. I am going to appear regularly to give speeches and make comments. I am going to face the news media as well as Parliament."

Whether such good intentions are belated or not remains to be seen. It also remains to be seen whether Señor Suárez's determination to be more communicative falters when he runs into rhetorical fire in the Cortes. Finally, it remains to be seen whether he actually has answers to the many hard questions which need answering if Spain's malaise is to be cured.

In fact the chances of the Socialist's toppling Señor Suárez in a vote of confidence are minimal, and their chances of forging a viable coalition government are slim. In addition, such a coalition would probably bring the Communist Party into the Government, and it is doubtful whether certain already restless elements in the military and police establishment would stand for that.

Even ruling out Communist participation, Spain does not seem ready yet for a Socialist government. In this still tottering democracy, and in the current grave recession, reactions to Socialist rule would probably further depress the economy and heighten political tension. Then, too, there are those who doubt whether Señor González himself is ready for the responsibilities of chief of government.

The apparent lack of an alternative to Señor Suárez makes things all the more dismal for Spaniards. The "old style of governing" is undermining the people's faith not only in Señor Suárez but in democracy.

Harry Debelius

## Soviet leadership is faced with a consumer society hurrying to catch up the world

At the heart of almost all corruption in the Soviet Union and of large-scale fraud, such as the recent car-smuggling scandal, lies the insatiable appetite at all levels of society for consumer goods. And the Soviet leadership knows that unless the demand is more fully met, crime, embezzlement and corruption, which are so pervasive, are likely to continue and perhaps grow.

The Soviet Union is a consumer society in a hurry to catch up. But the constant shortages of such everyday items as washing powder, needles and thread, toothpaste, light bulbs, clothes pegs and make-up have led to a consumer mentality that only increases the problems of regular supply.

The rule for every Soviet housewife is: buy what you need as soon as you see it because it will not be in stock for long. Better still, buy anything that might be useful even if it is not needed now because you never know when it will be on sale again.

The result is that people are ready to dive into a shop at any hour. They carry enough cash and a string bag "just in case" and they buy in bulk, for the shops and for their friends who may not have been so lucky.

Soviet shoppers are used to searching long and hard for what they want and are not surprised to find, for example, that toothpaste which may have vanished from the shops can still be found at airport kiosks where there is usually little demand.

Visitors here frequently remark that most people in the larger cities are well dressed and appear to enjoy the life of a consumer society, yet it is hard to find shops selling good clothes or a choice of day-to-day items. Tourists do not see the time and effort spent acquiring these things. They notice only that the average Russian will join a queue, before he knows what is being sold, in the hope of finding something in short supply.

Russians have grown used to shortages, hoarding and disappointment. But consumer demand, spurred by rising expectations, is becoming more insistent.

There are several reasons. First, détente has given many people a vision of the good life. For years the average citizen did not know how his



Shoppers in Moscow's GUM store

standard of living compared with that of other countries. But as more tourists come here and as Russians begin to travel abroad—even if only to Eastern Europe—they realize how many consumer items they lack.

For the past 15 years the Soviet leadership has made a determined effort to supply these needs, but the quantities are never enough, and the tantalizing knowledge of what the privileged or lucky few enjoy has only increased the frustration of those who go without.

Second, as living standards improve, people have had more time and money to spend on themselves. Political zeal has been replaced by apathy and ideological materialism has given way to acquisitive consumerism. Into the older generation complaints of a decline in social responsibility and in spiritual values, the younger generation is trying by hook or crook—and often the latter—to keep up with fashion.

And third, the quality of Soviet consumer goods remains, on the whole, disappointingly low. In spite of frequent party exhortations to improve the quality of manufactured goods, the materials are often defective and the finish sloppy. Soviet consumers have grown tired of articles that break after a few days' use, and tend to look anxiously at better-made imports from Eastern Europe. A mentality has

grown up that regards anything foreign as better. Pravda notes recently that Russians were becoming more discriminating in their purchases, but said that consumers still left shops feeling dissatisfied because there was little choice. Periodic checks show that many shops do not offer the minimum legal assortment. The reason, the paper said, was that a shop was more able to meet its sales target, which is measured by value sold, by selling a few large items, and so many shops did not bother to stock small essentials.

Last summer the Government issued a decree intended to force factories to take greater note of what consumers wanted, and proposed changing the way output was measured so that shops refusing to provide a choice of items should be penalized by losing bonuses.

Such measures have had little effect. The consumer put is so erratic that mountains of unwanted goods are produced: in 1978 the inventories of goods—especially clothing and footwear—that had to be marked down to less than half price because they would not sell grew by 50 per cent. Total losses from such reductions amounted to more than 1,700 million roubles (about £125m).

The state also makes enormous losses on the failure to produce vital spare parts, reducing foreign exchange earnings.

There are similar problems with spare parts for cars washing machines and the range of consumer durables which often have to be discarded when they break down.

The leadership is committed to improving the output of consumer goods and has a powerful economic interest in doing so. Money has ceased to be an effective incentive when there is little to spend it on, and it is becoming increasingly difficult to entice people to work in vital areas, such as Siberia, by offering double wages without simultaneously providing goods worth buying.

A surplus of cash has done much to fuel the black market, with western goods such as jeans, records, tape recorders and re-shirts fetching astonishing prices. The large profits to be made encourage crime and racketeering.

However, consumer goods are still relatively low in priority and most Soviet investment is channelled into defence, agriculture, oil exploration, and the development of Siberia and heavy industry. Even such items as refrigerators are often made in factories mainly geared to producing military hardware.

Western and Soviet experts predict that the growth rate of the Soviet economy will fall further in coming years as the labour shortage becomes more acute, energy reserves drop and productivity continues at the present low rate.

The Soviet leadership may have to make hard choices and the consumer industry will almost certainly take second place to defence spending. For the average Russian that could mean that the 1970s were the high point for consumer goods and that though Russians are extraordinarily long-suffering, the dwindling vision of the good life is bound to produce strong dissatisfaction, leading possibly to greater corruption and restlessness, especially among urban youth.

Michael Binyon

## ENTERTAINMENTS

S. Should seats at all prices be students past before performance

When telephoning use prefix 01 on outside London Metropolitan Area

OPERA AND BALLET THEATRES

COVENT GARDEN cc 5 230 1066

THE ROYAL OPERA

SADLER'S WELLS ROYAL

ENGLISH NATIONAL OPERA

THE ROYAL BALLET OF

CONCERTS

ALBANY FESTIVAL 6-23 June

THEATRES

ADELPHI

LIZ ROBERTSON

THE WORLD'S GREATEST MUSICAL

A MARVELOUS SHOW

THE ROYAL SHAKESPEARE COMPANY

ALBANY

ALBANY

ALBANY

ALBANY

ALBANY

ALBANY

ALBANY

ALBANY

ALBANY

ALBANY

ALBANY

ALBANY

ALBANY

ALBANY

ALBANY

ALBANY

ALBANY

ALBANY

ALBANY

ALBANY

ALBANY

ALBANY

ALBANY

ALBANY

ALBANY

ALBANY

ALBANY

ALBANY

ALBANY

ALBANY

ALBANY

ALBANY

ALBANY

ALBANY

ALBANY

ALBANY

ALBANY

ALBANY

ALBANY

ALBANY

ALBANY

ALBANY

ALBANY

ALBANY

ALBANY

ALBANY

ALBANY

ALBANY

ALBANY

ALBANY

ALBANY

ALBANY

ALBANY

ALBANY

ALBANY

ALBANY

ALBANY

ALBANY

ALBANY

ALBANY

ALBANY

ALBANY

ALBANY

ALBANY

ALBANY

ALBANY

ALBANY

ALBANY

ALBANY

ALBANY

ALBANY

ALBANY

ALBANY

ALBANY

ALBANY

ALBANY

ALBANY

ALBANY



## THE ARTS

## Kurosawa unveils a cinematic monument

In prospect, the Cannes Festival already looks like the most glittering for many years, with new films by Akira Kurosawa, Hal Ashby, Marco Bellocchio, Rob Fosse, Walter Hill, Alain Resnais, Krzysztof Zanussi, Federico Fellini and even such figures from the past as Samuel Fuller and Jean-Luc Godard.

Easily the most thrilling event so far has been the return, in brilliant form, of the Japanese master Akira Kurosawa, now 70. Kurosawa has not had the opportunity to complete a film in Japan since 1969 and *Dodesaka-Den*, though in the meantime he made a minor masterpiece, *Dersu Uzal*, in the Soviet Union. Thanks, however, to Twentieth Century-Fox and the personal interest of Francis Coppola (of *The Godfather* and *Apocalypse Now*) and George Lucas (of *Star Wars*), who are credited as executive producers of the international version, he has made the most ambitious film of his whole career in *Kagemusha*.

Set in the late sixteenth century, the period of the Great Civil Wars, it tells of a warrior who confounds his enemies by using a double on the battlefield. When the warrior is killed, his last "Kagemusha" — a petty thief relieved from death — assumes — his persona and continues to lead his clan for three years.

Mediculous recreation of period detail goes with spectacle such as the screen has rarely witnessed: battle-batters backed by blazing sun or the flames of war, standards whipped by ferocious winds. With a tragic climax of Shakespearean grandeur, *Kagemusha* is a worthy question a monument of cinema and the triumph of Kurosawa's own 40-year career.

When a mysterious "film surprise" promised by the festival turned out to be the Soviet director Andrei Tarkovsky, *Stalker*, the Russians professed to be as surprised as everyone else. They were



Kagemusha: meticulous recreation of period detail

embarrassed, too, since the film had been promised to the Venice Festival after a year or more of refusals, negotiations and visits to Moscow by Alberto Moravia and the Venice director Carlo Lizzani. At least one can appreciate the nervousness of Soviet bureaucracy in face of this singular, magnificent and deeply obscure fable. Three men — a writer, a professor and a guide — set out from the desert outskirts of some city, somewhere, some time, in

search of the Zone. Their way is beset with traps — shifting sands, floods, fires, bombs, the fire of unseen guns, telephones that snarl threats, their own fears and doubts and quarrels. The quest is eventually in vain and they return to the city. It is never quite clear what they had, quite to discover in the Zone, except that it has something to do with hope and a faith, whose rare survivors illuminate their odyssey with flashes of magic. In Tarkovsky, whether it wounds him or not,

the Soviet Union possesses one of the most singular and creative talents in world cinema.

The most harrowing experience of the festival has been *Laughing Over Water*, directed by Wim Wenders and the late Nicholas Ray. In the last few weeks of his life, and the ultimate stages of lung cancer, the American director — a legend for film-makers of Wenders's generation — decided that they should collaborate in a film about his death, and his desire to retrieve the self-respect sac-

rificed in a life of battles with the Hollywood industry.

The early parts of the film, dominated by Ray himself — pathetically frail but still forceful in intellect, humour and courage in face of the inevitable — are remarkable. Later, as he weakens, the intellectual command passes to Wenders, who reveals himself lacking either in humour or discretion. Thereafter the film becomes voyeuristic and disgusting.

David Robinson

## The desolate inevitability of separation

The Tin Drum (X)  
Odeon, HaymarketThe Evictors (X)  
Classics, Victoria and  
Leicester Square

Towards the end of Volker Schlöndorff's adaptation of Günter Grass's novel *The Tin Drum*, Oskar Matzerath, the 20-year-old narrator, takes perhaps the first truly positive step in his unhappy life. It is 1945 and the Russians have just entered the once Free City of Danzig. Sheltering in a cellar, he vengefully slays a Nazi lap-dancer into his father's paint. The old Brown Shirt unwisely attempts to swallow the pin, and a jumpy Mongolian soldier, hearing the scream, shoots him dead. The directorial approach to this brief scene tellingly characterizes one of the ways in which Schlöndorff and his collaborators (including Grass himself) chose to tame the sprawling novel's discursively ambiguous form.

Beginning in 1939, Oskar's saga treats the mainly emblematic, brutish or cowardly deeds of his part-German, part-Polish family in Danzig, the city whose "act of aggression" precipitated Hitler's annexation on the day he invaded Poland, and proceeds through a hiccupping series of frequently grotesque, sometimes oddly arresting coups de théâtre. Emerging from the womb of the city already the possessor of old man's eyes — at once senses the nastiness of his surroundings and is only restrained from

struggling back by his mother's promised gift of a toy drum. The lugubrious beating of which, together with his glass-shattering scream, seem to be the only fit comment he can make on the world he silently scrutinizes.

At the end, having freed himself from one of the burdens of the past, Oskar determines to become an adult: at the age of three, he willed himself to stop growing in protest against his hypocritical, petit-bourgeois family. The past, however, as we have seen so often in the film, seems destined for perpetual repetition. Standing by his father's open grave, Oskar is knocked unconscious by a stone lobbed by his natural son Kurt; the last we see of the still diminutive man-child, cheated, it appears, of his first and final chance to act, is his impotently screaming face leaning from a departing refugee train. The latter post-war section of the novel has been omitted, as has the significant madhouse starting point of Oskar's reminiscences.

What remains is a digest of human follies. Nearly every character — the notable exception is Oskar's earthy grand-mother — is revealed to have some usually fatal weakness: Oskar's licentious mother Agnes, played by Schlöndorff's favourite actress, Angela Winkler, is forced to eat eels, harbingers of both sex and death (they are caught by throwing a horse head into the sea); his mother's lover, the surly fish-jack (the Polish actor Daniel Olbrychski), her cousin and suave lover, who thanks to Oskar has the misfortune to be trapped in Dan-

zig's besieged Polish post office, is an inveterate poseur — forced against an execution wall, he turns and smiles at the Nazi camera operator, flashing in his palm a vain talisman, the Queen of Hearts.

Schlöndorff and his co-scriptwriters, Edgar Reitz and Jean-Claude Carrière, succeed in laying out a slab of recent European history, largely ignored by contemporary film-makers, with a certain craftsman-like assurance. Where they come unstuck, it seems to me, is in their too-ready substitution of more grotesqueries for serious argument. To underline a point about the German love of documentation, the script at one point calls for the recalcitrant Oskar to scream in a doctor's surgery; specimen jars shatter and pickled reptiles, together with a human baby, flop to the floor. The doctor steps over the broken glass already delightedly composing an article on Oskar's unusual ability. It is, however, the chamber-of-horror mess that stick, ironically, in the mind.

The strongest side of this adaptation of a basically undependable novel (which arrives in Britain, incidentally, trailing a *risqué* Continental reputation, but with only one sequence, the love-making between Oskar, played by the then 12-year-old David Bennent, and his father's mistress, cut by the censor) is perhaps its desolate motif of the inevitability of separation. The film opens with the famous scene in the Kashubian potato-field: Oskar's grandmother hides a fugitive from the police beneath her four wide skirts

(as a result, Oskar's mother is conceived). The false sanctuary of the skirts — the police eventually catch the man who is last seen diving into a lake (though one story has it, Oskar reveals, that he became an American insurance millionaire) — is pointed out throughout the film.

For all its Germanness (and Charles Aznavour in a cameo role is the only faintly international star), *The Tin Drum* is cannily tailored, at heart, to the desires of an audience less discriminating than the readers of Grass's novel.

*The Evictors*, on the other hand, comes clearly stamped with the low-budgeted commercial seal of American International Pictures. And it is none the worse for that. During the Second World War, an engineer (Michael Parks) with a new trouble-shooting job at a Southern cotton mill moves with his fragile-boned wife (Jessica Harper) into a rambling, clapboard house. An atmosphere of menace — the subtle darkening of foliage, a shifted angle to catch the wife's worried eyes — is slowly conjured against an authentic, if lightly-sketched, background. While trouble brews at home, the engineer works late as the mill, not on some schematic chore, but in order to keep his vital job and avoid the draft.

The director, Charles B. Pierce, who may be remembered, if at all, for marshalling Farrah and Lee Remick in *The Norseman*, has a firm grasp of the conventions of his woman-in-jeopardy plot. He also proves himself capable, however, of several light touches.

John Pym

Book review  
Improving existence

## A History of Technology and Invention

Edited by Maurice Daumas  
(John Murray, three vols £12.50 each)

Many might wrongly imagine from the title that this work is a dry as dust study of interest to the specialist reader only. Some might even question the compatibility of the subtitle "Progress through the Ages" with the subject. It comprises three volumes totaling no fewer than some 2,000 pages, with another volume in prospect. Volume I covers the period from "Pre-history to the Medieval Age", Volume II "The first stages of Mechanisation 1450-1725" and Volume III "The expansion of Mechanisation 1725-1850" which includes the industrial revolution. Each volume has a dozen or more specialist collaborators, mostly French, to assist in the major task of the Editor, Maurice Daumas, Director of the Museum of National Conservatory of Arts and Crafts, Paris. It is his influence that gives the work as a whole its coherence and such is the quality of the translation by Eileen Hennessey that one forgets its foreign origins.

The general reader can enjoy one volume on its own. In this he is helped by the quality and extent of the illustrations which intersperse the text. The Editor rightly declares that "a history of technology is inconceivable without illustrations". It is a product-based history in which enough information is given to understand the nature of the various devices, rather than merely setting them in the context of politics or economics. The range covered is vast, spanning all those human activities whose objects are collected, adapted and transformed into raw materials to improve human existence. So that architecture, the decorative arts, and textiles as well as what we would term technical subjects are included.

It is, however, as a source work for the specialist, unifying themes that its special value lies. Take, for instance, the

circumstances of invention. Invention is never the product of a single man but rather that of a period and of society in certain historical circumstances. This explains its simultaneity; a good example in our times being the appearance within a short period of the jet engine in England and Germany with no exchange of information between the parties.

Each generation inherits the experience of all its predecessors; the engineer of today stands on the shoulders of the giants of the past. But it is only in the last two centuries or so that technical knowledge has been transmitted by other than word of mouth and example, which is one factor in the acceleration of technical progress in recent times.

The relationship of science and technology is another intriguing theme to explore, which is a pertinent debate today; and will no doubt be more fully examined in the final volume. One notes that even in the nineteenth century the steam engine had been in operation for some seventy years before a thermodynamic theory of its functioning was established.

However the most fascinating aspect of technical progress is to examine the springs of creativity itself. The circumstances have to be conducive whether they are commercial or military. But these alone are not sufficient to explain the sheer richness of creation that one sees unfolding in these volumes. It is not the decoration of the device that is significant, although one notes this appearing on machinery in the mid-nineteenth century, but the cause of the striving to improve the thing itself which is interesting to reflect upon. There is a compulsion within mankind to attempt the evolution of objects, as if life itself were being given to them.

It would be a good thing if this work, so carefully put away into the libraries of our schools, as a source for essays and studies it would have high educational value. Maybe even the examples of the achievements of the recent past of this country in particular would inspire the rising generation. In this way the spirit of Finniston would be heeded.

Alex Moulton

The Maid's Tragedy  
The Other Place

## Irving Wardle

It is three years since the Royal Shakespeare Company last ventured into the Jacobean wilderness beyond the Shakespearean beaten track, and to find Beaumont and Fletcher now confined to a low-budget studio revival suggests that there is no immediate prospect of returning to the main house of glories of *The Jew of Malta* and *The Revenger's Tragedy*.

As it turns out, there are aesthetic as well as economic justifications for Barry Kyle's production of *The Maid's Tragedy*. This piece invokes the myth of kingship in the service of a double intrigue whereby the virtuous Amintor (Rae Edwards) is coerced into jilting his fiancé and marrying Evadne, the king's mistress, to supply a respectable cover for the royal bastards. When this arrangement comes to the attention of Evadne's fire-breathing brother, Melantius, it is only a matter of time before the stage is loaded with the usual pile of bleeding bodies.

All I remember of the Mermaid production of some 20 years ago is the scene where the King awakes, roped to the bed by his homicidal mistress, and kindly inquires: "What pretty new device is this, Evadne?" The rest is lost in a fog of rhetoric. I shall retain a much clearer picture of Mr Kyle's

version, which takes full advantage of studio conditions to bring the Jacobean monsters down off their stilts.

An almost domestic atmosphere is established with the opening scenes featuring a clownish Neptune and a hulking Aeolus, who proclaims his identity with a funfair windmill. Costume is roughly Austro-Hungarian, with the victorious Melantius in a military boiler suit, and gossamer clad court ladies drifting on with rock-baring transients.

If this does not engender with the Rhodes circle, it does create a zone where both the fairy tale and piercingly realistic elements of the play can override its stretches of prefabricated verse. The play is best known for such high intensity scenes as Amintor's frustrated wedding night, and the royal slaughter, in which Sinead Cusack explores both extremes of erotic sadism. Much more unexpected is the emphasis on male attachment, which Mr Kyle succeeds in full textual authority in developing from boisterous friendship to the great ruling passion between Amintor and Melantius.

This is thanks mainly to Tom Wilkinson's amazing performance in the role, which he transforms from a military roarer into a national hero who transmits lion-hearted authority through practical jokes and impish teasing, and who can speak the lines as if they have just come into his head.

The Jacobin  
New Theatre, Cardiff

## William Mann

Welsh National Opera's new production of Dvořák's *The Jacobin* is a joint venture with the Royal Northern College of Music. Adrian Slack's staging, with settings by John Cervenka, had its first run two months ago in Manchester with a student cast. The same incarnation passed this week to WNO's fully professional forces — the cast entirely assembled from company strength, and very strong indeed — who will perform it in Birmingham and Llandudno, as well as Cardiff, between now and early July.

*The Jacobin* is a festive comedy of rustic Bohemian life, openhearted villagers, including the local music teacher (named Benda, after a long line of noted Czech musicians, and

Dvořák's particular creative spur in this task) and their more or less infamous governors. Dramatic tension is brought about when the local count's son and heir embraces the French Enlightenment and is lured by a subversive threat to law and order, then returns home and, after much hostile treatment, is welcomed as the reinstated successor to his father, and clearly the enlightened ruler for whom Rousseau, Beethoven and others yearned.

Adrian Slack's production makes the most of danger and injustice, but not too much. The scales are firmly tipped in favour of the young village lovers, prettily impersonated by Helen Field and Arthur Davies (musically singers with plenty of parts, notably available) and their friends of the chorus who have much to sing, just right for the stalwarts of the WNO.

Beside them are set the not wholly comic character parts of

Benda, lovingly diversified and detailed by Edward Byles as an absent-minded professor of the old school — his rehearsal of the choral Welcome Ode, the best known scene in the opera, is a delight — and Filip, a pompous and power-drunk veteran Adonis, as unsuccessful as Wagner's Mime, his close kinsman, accurately caricatured by Julian Moyle. The serious romantic parts are played down in David Gwynne's Count, much too well preserved surely, and Henry Newman's calumny-pursued hero, though Suzanne Murphy captures the mysterious allure and persuasive eloquence of the returning wife.

Cervenka's outlined backgrounds of tubular metal, doubtless practical for a producer of crowd scenes, need more subtle lighting for full effect. Otherwise the production works well, and Dvořák's lovely score, the second act especially rich in construction and emotional power, has a splendid advocate in the conductor Albert Rosen.

Songmakers' Almanac  
Wigmore Hall

## Hilary Finch

If Fiordiligi and Dorabella had been kinder singers... (for thus Graham Johnson has called his latest evening's entertainment) would surely have joined the Songmakers' Almanac. Reinforced in the eternal feminine presences of Felicity Lott and Ann Murray, they provided the inspiration for an ingenious programme of sisterly songs from Purcell to Kurt Weill, unfolded in a Cossie plot.

Just as there is no need to clutter Così with coy, fussing,

sisterly business — the nuances of the relationship are woven into the sisters' very music — so the Songmakers resisted any temptation to overplay their parts, to the extent that in, for instance, the opening "Ah guarda sorella" not a glance was exchanged, which did seem rather perverse. A Felicity Lott was not always on top of her top notes, the sound of the two ladies' voices rarely choyed or palled; perfect duettists, their voices blend richly in timbre while retaining a distinctive individuality. And the range of emotional expression was immense. From the war-music-like songs (Lott together in an outrageous final reprise) to Ann Murray's tenderly intense "Wir haben beide lange Zeit

geschwiegen" from Wolf's Italian Songbook. Tempering the sugar-spice of it all was Richard Don Alfonso figure with the recitations "Trau' nicht der Liebe" (Wolf again), its every word beautifully placed and coloured. Of course, this sort of thing comes as naturally to the Almanac as leaves come to a tree — and sometimes it can be just a bit too slick, too self-conscious. But whatever the manner, Graham Johnson's piano playing alone always sure that not a second's worth of matter is wasted; its exquisitely accompanied "Soave sia il vento" paid final and fitting tribute to Così.

Some of the reviews on this page are reprinted from yesterday's later editions

## ART GALLERIES

NEWMAN GALLERY, PAUL WUNDERLICH, Portraits, Paintings, Sculptures, 1964-79, 100, 101, 102, 103, 104, 105, 106, 107, 108, 109, 110, 111, 112, 113, 114, 115, 116, 117, 118, 119, 120, 121, 122, 123, 124, 125, 126, 127, 128, 129, 130, 131, 132, 133, 134, 135, 136, 137, 138, 139, 140, 141, 142, 143, 144, 145, 146, 147, 148, 149, 150, 151, 152, 153, 154, 155, 156, 157, 158, 159, 160, 161, 162, 163, 164, 165, 166, 167, 168, 169, 170, 171, 172, 173, 174, 175, 176, 177, 178, 179, 180, 181, 182, 183, 184, 185, 186, 187, 188, 189, 190, 191, 192, 193, 194, 195, 196, 197, 198, 199, 200, 201, 202, 203, 204, 205, 206, 207, 208, 209, 210, 211, 212, 213, 214, 215, 216, 217, 218, 219, 220, 221, 222, 223, 224, 225, 226, 227, 228, 229, 230, 231, 232, 233, 234, 235, 236, 237, 238, 239, 240, 241, 242, 243, 244, 245, 246, 247, 248, 249, 250, 251, 252, 253, 254, 255, 256, 257, 258, 259, 260, 261, 262, 263, 264, 265, 266, 267, 268, 269, 270, 271, 272, 273, 274, 275, 276, 277, 278, 279, 280, 281, 282, 283, 284, 285, 286, 287, 288, 289, 290, 291, 292, 293, 294, 295, 296, 297, 298, 299, 300, 301, 302, 303, 304, 305, 306, 307, 308, 309, 310, 311, 312, 313, 314, 315, 316, 317, 318, 319, 320, 321, 322, 323, 324, 325, 326, 327, 328, 329, 330, 331, 332, 333, 334, 335, 336, 337, 338, 339, 340, 341, 342, 343, 344, 345, 346, 347, 348, 349, 350, 351, 352, 353, 354, 355, 356, 357, 358, 359, 360, 361, 362, 363, 364, 365, 366, 367, 368, 369, 370, 371, 372, 373, 374, 375, 376, 377, 378, 379, 380, 381, 382, 383, 384, 385, 386, 387, 388, 389, 390, 391, 392, 393, 394, 395, 396, 397, 398, 399, 400, 401, 402, 403, 404, 405, 406, 407, 408, 409, 410, 411, 412, 413, 414, 415, 416, 417, 418, 419, 420, 421, 422, 423, 424, 425, 426, 427, 428, 429, 430, 431, 432, 433, 434, 435, 436, 437, 438, 439, 440, 441, 442, 443, 444, 445, 446, 447, 448, 449, 450, 451, 452, 453, 454, 455, 456, 457, 458, 459, 460, 461, 462, 463, 464, 465, 466, 467, 468, 469, 470, 471, 472, 473, 474, 475, 476, 477, 478, 479, 480, 481, 482, 483, 484, 485, 486, 487, 488, 489, 490, 491, 492, 493, 494, 495, 496, 497, 498, 499, 500, 501, 502, 503, 504, 505, 506, 507, 508, 509, 510, 511, 512, 513, 514, 515, 516, 517, 518, 519, 520, 521, 522, 523, 524, 525, 526, 527, 528, 529, 530, 531, 532, 533, 534, 535, 536, 537, 538, 539, 540, 541, 542, 543, 544, 545, 546, 547, 548, 549, 550, 551, 552, 553, 554, 555, 556, 557, 558, 559, 560, 561, 562, 563, 564, 565, 566, 567, 568, 569, 570, 571, 572, 573, 574, 575, 576, 577, 578, 579, 580, 581, 582, 583, 584, 585, 586, 587, 588, 589, 590, 591, 592, 593, 594, 595, 596, 597, 598, 599, 600, 601, 602, 603, 604, 605, 606, 607, 608, 609, 610, 611, 612, 613, 614, 615, 616, 617, 618, 619, 620, 621, 622, 623, 624, 625, 626, 627, 628, 629, 630, 631, 632, 633, 634, 635, 636, 637, 638, 639, 640, 641, 642, 643, 644, 645, 646, 647, 648, 649, 650, 651, 652, 653, 654, 655, 656, 657, 658, 659, 660, 661, 662, 663, 664, 665, 666, 667, 668, 669, 670, 671, 672, 673, 674, 675, 676, 677, 678, 679, 680, 681, 682, 683, 684, 685, 686, 687, 688, 689, 690, 691, 692, 693, 694, 695, 696, 697, 698, 699, 700, 701, 702, 703, 704, 705, 706, 707, 708, 709, 710, 711, 712, 713, 714, 715, 716, 717, 718, 719, 720, 721, 722, 723, 724, 725, 726, 727, 728, 729, 730, 731, 732, 733, 734, 735, 736, 737, 738, 739, 740, 741, 742, 743, 744, 745, 746, 747, 748, 749, 750, 751, 752, 753, 754, 755, 756, 757, 758, 759, 760, 761, 762, 763, 764, 765, 766, 767, 768, 769, 770, 771, 772, 773, 774, 775, 776, 777, 778, 779, 780, 781, 782, 783, 784, 785, 786, 787, 788, 789, 790, 791, 792, 793, 794, 795, 796, 797, 798, 799, 800, 801, 802, 803, 804, 805, 806, 807, 808, 809, 810, 811, 812, 813, 814, 815, 816, 817, 818, 819, 820, 821, 822, 823, 824, 825, 826, 827, 828, 829, 830, 831, 832, 833, 834, 835, 836, 837, 838, 839, 840, 841, 842, 843, 844, 845, 846, 847, 848, 849, 850, 851, 852, 853, 854, 855, 856, 857, 858, 859, 860, 861, 862, 863, 864, 865, 866, 867, 868, 869, 870, 871, 872, 873, 874, 875, 876, 877, 878, 879, 880, 881, 882, 883, 884, 885, 886, 887, 888, 889, 890, 891, 892, 893, 894, 895, 896, 897, 898, 899, 900, 901, 902, 903, 904, 905, 906, 907, 908, 909, 910, 911, 912, 913, 914, 915, 916, 917, 918, 919, 920, 921, 922, 923, 924, 925, 926, 927, 928, 929, 930, 931, 932, 933, 934, 935, 936, 937, 938, 939, 940, 941, 942, 943, 944, 945, 946, 947, 948, 949, 950, 951, 952, 953, 954, 955, 956, 957, 958, 959, 960, 961, 962, 963, 964, 965, 966, 967, 968, 969, 970, 971, 972, 973, 974, 975, 976, 977, 978, 979, 980, 981, 982, 983, 984, 985, 986, 987, 988, 989, 990, 991, 992, 993, 994, 995, 996, 997, 998, 999, 1000.

## ART GALLERIES

ROYAL ACADEMY OF ARTS, 100, 101, 102, 103, 104, 105, 106, 107, 108, 109, 110, 111, 112, 113, 114, 115, 116, 117, 118, 119, 120, 121, 122, 123, 124, 125, 126, 127, 128, 129, 130, 131, 132, 133, 134, 135, 136, 137, 138, 139, 140, 141, 142, 143, 144, 145, 146, 147, 148, 149, 150, 151, 152, 153, 154, 155, 156, 157, 158, 159, 160, 161, 162, 163, 164, 165, 166, 167, 168, 169, 170, 171, 172, 173, 174, 175, 176, 177, 178, 179, 180, 181, 182, 183, 184, 185, 186, 187, 188, 189, 190, 191, 192, 193, 194, 195, 196, 197, 198, 199, 200, 201, 202, 203, 204, 205, 206, 207, 208, 209, 210, 211, 212, 213, 214, 215, 216, 217, 218, 219, 220, 221, 222, 223, 224, 225, 226, 227, 228, 229, 230, 231, 232, 233, 234, 235, 236, 237, 238, 2







1  
2  
3  
4  
5  
6  
7  
8  
9  
10  
11  
12  
13  
14  
15  
16  
17  
18  
19  
20  
21  
22  
23  
24  
25  
26  
27  
28  
29  
30  
31  
32  
33  
34  
35  
36  
37  
38  
39  
40  
41  
42  
43  
44  
45  
46  
47  
48  
49  
50  
51  
52  
53  
54  
55  
56  
57  
58  
59  
60  
61  
62  
63  
64  
65  
66  
67  
68  
69  
70  
71  
72  
73  
74  
75  
76  
77  
78  
79  
80  
81  
82  
83  
84  
85  
86  
87  
88  
89  
90  
91  
92  
93  
94  
95  
96  
97  
98  
99  
100  
101  
102  
103  
104  
105  
106  
107  
108  
109  
110  
111  
112  
113  
114  
115  
116  
117  
118  
119  
120  
121  
122  
123  
124  
125  
126  
127  
128  
129  
130  
131  
132  
133  
134  
135  
136  
137  
138  
139  
140  
141  
142  
143  
144  
145  
146  
147  
148  
149  
150  
151  
152  
153  
154  
155  
156  
157  
158  
159  
160  
161  
162  
163  
164  
165  
166  
167  
168  
169  
170  
171  
172  
173  
174  
175  
176  
177  
178  
179  
180  
181  
182  
183  
184  
185  
186  
187  
188  
189  
190  
191  
192  
193  
194  
195  
196  
197  
198  
199  
200  
201  
202  
203  
204  
205  
206  
207  
208  
209  
210  
211  
212  
213  
214  
215  
216  
217  
218  
219  
220  
221  
222  
223  
224  
225  
226  
227  
228  
229  
230  
231  
232  
233  
234  
235  
236  
237  
238  
239  
240  
241  
242  
243  
244  
245  
246  
247  
248  
249  
250  
251  
252  
253  
254  
255  
256  
257  
258  
259  
260  
261  
262  
263  
264  
265  
266  
267  
268  
269  
270  
271  
272  
273  
274  
275  
276  
277  
278  
279  
280  
281  
282  
283  
284  
285  
286  
287  
288  
289  
290  
291  
292  
293  
294  
295  
296  
297  
298  
299  
300  
301  
302  
303  
304  
305  
306  
307  
308  
309  
310  
311  
312  
313  
314  
315  
316  
317  
318  
319  
320  
321  
322  
323  
324  
325  
326  
327  
328  
329  
330  
331  
332  
333  
334  
335  
336  
337  
338  
339  
340  
341  
342  
343  
344  
345  
346  
347  
348  
349  
350  
351  
352  
353  
354  
355  
356  
357  
358  
359  
360  
361  
362  
363  
364  
365  
366  
367  
368  
369  
370  
371  
372  
373  
374  
375  
376  
377  
378  
379  
380  
381  
382  
383  
384  
385  
386  
387  
388  
389  
390  
391  
392  
393  
394  
395  
396  
397  
398  
399  
400  
401  
402  
403  
404  
405  
406  
407  
408  
409  
410  
411  
412  
413  
414  
415  
416  
417  
418  
419  
420  
421  
422  
423  
424  
425  
426  
427  
428  
429  
430  
431  
432  
433  
434  
435  
436  
437  
438  
439  
440  
441  
442  
443  
444  
445  
446  
447  
448  
449  
450  
451  
452  
453  
454  
455  
456  
457  
458  
459  
460  
461  
462  
463  
464  
465  
466  
467  
468  
469  
470  
471  
472  
473  
474  
475  
476  
477  
478  
479  
480  
481  
482  
483  
484  
485  
486  
487  
488  
489  
490  
491  
492  
493  
494  
495  
496  
497  
498  
499  
500  
501  
502  
503  
504  
505  
506  
507  
508  
509  
510  
511  
512  
513  
514  
515  
516  
517  
518  
519  
520  
521  
522  
523  
524  
525  
526  
527  
528  
529  
530  
531  
532  
533  
534  
535  
536  
537  
538  
539  
540  
541  
542  
543  
544  
545  
546  
547  
548  
549  
550  
551  
552  
553  
554  
555  
556  
557  
558  
559  
560  
561  
562  
563  
564  
565  
566  
567  
568  
569  
570  
571  
572  
573  
574  
575  
576  
577  
578  
579  
580  
581  
582  
583  
584  
585  
586  
587  
588  
589  
590  
591  
592  
593  
594  
595  
596  
597  
598  
599  
600  
601  
602  
603  
604  
605  
606  
607  
608  
609  
610  
611  
612  
613  
614  
615  
616  
617  
618  
619  
620  
621  
622  
623  
624  
625  
626  
627  
628  
629  
630  
631  
632  
633  
634  
635  
636  
637  
638  
639  
640  
641  
642  
643  
644  
645  
646  
647  
648  
649  
650  
651  
652  
653  
654  
655  
656  
657  
658  
659  
660  
661  
662  
663  
664  
665  
666  
667  
668  
669  
670  
671  
672  
673  
674  
675  
676  
677  
678  
679  
680  
681  
682  
683  
684  
685  
686  
687  
688  
689  
690  
691  
692  
693  
694  
695  
696  
697  
698  
699  
700  
701  
702  
703  
704  
705  
706  
707  
708  
709  
710  
711  
712  
713  
714  
715  
716  
717  
718  
719  
720  
721  
722  
723  
724  
725  
726  
727  
728  
729  
730  
731  
732  
733  
734  
735  
736  
737  
738  
739  
740  
741  
742  
743  
744  
745  
746  
747  
748  
749  
750  
751  
752  
753  
754  
755  
756  
757  
758  
759  
760  
761  
762  
763  
764  
765  
766  
767  
768  
769  
770  
771  
772  
773  
774  
775  
776  
777  
778  
779  
780  
781  
782  
783  
784  
785  
786  
787  
788  
789  
790  
791  
792  
793  
794  
795  
796  
797  
798  
799  
800  
801  
802  
803  
804  
805  
806  
807  
808  
809  
810  
811  
812  
813  
814  
815  
816  
817  
818  
819  
820  
821  
822  
823  
824  
825  
826  
827  
828  
829  
830  
831  
832  
833  
834  
835  
836  
837  
838  
839  
840  
84



**Daily Transcript Service**  
Barry Balnes & Co.,  
40a St. Thomas St. Weymouth,  
Dorset. DT4 8EH  
Tel. 030 57-75300

**Daily Transcript Service**  
Barry Barnes & Co.,  
40a St. Thomas St., Weymouth,  
Dorset. DT4 8EH  
Tel. 030 57-75300



Imperial  
res  
Geneva

## JAGUAR XJ12

**It's a good time to go for the best.**



Twenty-five years ago the treaty that made Austria neutral and independent was signed in Vienna—today Austrians claim they are better off than the Allies who signed...

## How Austria found its best European role

Vienna. This week the Austrians celebrated the 25th anniversary of the state treaty, signed by the foreign ministers of the four allied powers in Vienna on May 15, 1955. The official government celebrations take place today, since the four present foreign ministers of the allied countries, Russia's Foreign Minister, Andrei Gromyko can only come today, because of the Warsaw Pact meeting in Warsaw.

This situation, and the Austrian flexibility in tackling it, is typical of the circumstances which led up to the treaty itself, while the three allies, Britain, the United States and France, had been promising Austria its independence, albeit under very strict terms since before the end of the war, it was the long, drawn-out Russian negotiations which delayed the treaty's drafting, and caused Austria 10 uncomfortable years under allied occupation.

When Hitler marched into Austria in 1938 and the Anschluss was completed with a minimum of resistance, most Austrians did not think in terms of an occupation. It was only later, as their loss of identity became clear, that they began to think of themselves as occupied. The Austrians have a dual attitude to what happened in 1945. On the one hand they were liberated from the German yoke, on the other hand they were occupied again.

Since Austria did not exist as an independent country at the time Hitler declared war, it was not possible for other countries to sign a peace treaty with a new Austria. The compromise formula of state treaty was evolved by the immediate post-war president Karl Renner, who also, as early as 1947, put forward the proposal that Austria should become neutral.

Austria was divided into four sectors by the Allies. The Russian sector, comprising lower Austria, Burgenland, and part of upper Austria, contained the lion's share of Austrian industry, much of which had been involved and had profited from Hitler's war effort.

The Russians insisted that they should exercise their right to confiscate all former German property, an act which would have wrecked the basis for Austria's economic revival.

The Russians began systematically dismantling factories and removing all machinery and other items of value. To stop the complete ruin the Austrian government nationalized large sectors of important industry, a situation which still remains today.

Throughout the Cold War period the Austrians realized that their chances of negotiating an acceptable state treaty were negligible. The Russians maintained their hope that they might either win an independent Austria into the communist camp along with Czechoslovakia and Hungary,

"The Austrians have a dual attitude to what happened in 1945. On the one hand they were liberated... on the other hand they were occupied again"

or even annex the area over which they had control. Stalin's vision of an independent Austria, expressed as early as 1943, was strictly of a country allied to the Soviet block.

Austrian elections, however, made it plain that with only four seats in the whole of Parliament, the communists had

no chance in Austria. The Russians then stalled the negotiations by demanding compensation from the Austrians in terms they could not pay.

Besides two-thirds of the current oil production, control over oil refineries with an annual capacity of 450,000 tons for 50 years, all oil distribution

forms, two-thirds of the patents which had previously been in German hands, the blocked credits of the Danube Shipping Company in Hungary, Romania and Bulgaria, and 25 per cent of the company's capital in Austria, the Russians wanted 520,000 in cash compensation. This price Austria could not pay, even if it had been willing.

By 1950, when the negotiations concerning compensation looked hopeful, the Russians introduced the Trieste conflict. There was a two-year stalemate. The West put forward a summary version of a state treaty. For the next two years there was a further stalemate because the Russians wanted it withdrawn. A foreign ministers' conference early in 1954 brought the first new sign of momentum. Austria was willing to meet demands that it would limit its military capacity, then the Russians insisted that the state treaty could not be signed before a peace treaty with Germany was complete.

On February 6, 1955 Russia's Foreign Minister, Mr. Molotov, now known to the Austrians as "the Russian" suddenly announced that there was a possibility that the treaty be signed sooner. The Austrians took the hint and presented, on March 14, the Russian reaction, 10 days later, was positive.

On March 29 a strong Austrian delegation flew to Moscow, not believing in their wish that they would return with an agreement. By May 12 the ambassadors of the four allied powers in Vienna had agreed on all points. On May 15 the treaty was signed, making Austria both independent and neutral.

The Allies were all sceptical about the future of this newly constituted Austria. Today, 25 years later, the Austrians themselves are quick to point out with some relish that they are more stable both politically and economically than the four powers who signed that document.

The cloak of the state treaty does not rest entirely easily on Austria's shoulders. Last year President Rudolf Kirchschläger spoke for the first time of "Austria's enforced neutrality". Chancellor Bruno Kreisky, asked whether his active foreign policy rhymed with that neutrality, said that Austria's neutrality was "active rather than passive and practised by some others".

The Austrian armed forces are starting to complain bitterly about the restrictions the state treaty sets on their material. The minorities question, in particular that of the Slovenians, is far from settled.

In the past 25 years, however, Austria has created for itself a role as pivot between East and West. When the four foreign ministers of the allied powers met there today it will be another confirmation of Austria's established position in the new world constellation.

Sue Masterman



Before Austria found its identity: cheers and salutes from the Austrians as German troops move into Salzburg in 1938.

Geoffrey Smith

## Taking an easy ride through the House

One of the curious features of the political scene at the moment is how little talk there is of the Government's legislative programme. There has certainly been a good deal of dispute about a number of particular measures, but little attention has been paid to the progress of the programme as a whole. Yet it is one of the heaviest since 1945-46 if one takes into account not only the number of Bills but the controversial nature of many of them.

The list is a formidable one with the Local Government Bill, the Housing Bill, the Education Act, the Employment Bill, the Social Security Bill and many others.

Nobody would suppose that this is a consensus administration pushing through consensus legislation. Yet there is being pushed on at a comfortable pace towards the statute book, with

apparently little ministerial anxiety about a summer logjam even though the recess might not start until well into the first week in August—which would certainly cause some anguish on the back benches.

It might be said that this progress is precisely what ought to be expected under a new government that took office with an overall majority of 43. But while such a majority guarantees the security of a government it does not ensure that its legislative programme should proceed without a hitch. An important factor has been the demoralization of the Opposition. Most Labour members have been more outraged by the inquiry of the other section of their own party than by the inquiry of the Government. So the legislative programme has received a remarkably easy ride up to now.

It has been a distinct achievement on the part of the Government's business managers to pilot their legislative cargo as smoothly as they have.

None the less, it has been a distinct achievement on the part of the Government's business managers to pilot their cargo as smoothly as they have. This has been combined with a readiness to go at least some way to reform the procedures of the House, most particularly with the new select committees but in other ways as well.

For the moment there is no conflict between these two purposes. Indeed, the goodwill engendered by the procedural reforms has probably helped to secure a relatively untroubled passage for the legislative programme. But in the longer term there will be a conflict. If these reforms are to be more than cosmetic—and we still cannot be sure whether they will be—they will make it harder for the Government of the day to push its proposals through Parliament. Unless these reforms give backbenchers a greater influence upon decisions they will prove ultimately to be no more than an ingenious means of un-

ravelling the furrowed brows of frustrated MPs.

There are some who will argue that it would be masochistic of any government to increase the power of backbenchers to block or amend its own programme. Others will say that this would not in any case improve the quality of government: that the voters, having chosen which party to hold office, want that party to get on with the policies that it has offered to the country. Backbench parliamentary manoeuvring and committee-room deals would neither win the respect of the public nor lead to better decisions.

This second objection is a substantial one. There are dangers when the executive becomes too weak and the legislature too strong: the failure to secure an effective energy policy in the United States provides a notable example, and for no means the only one. But there is a long way to go in Britain before we face a similar problem.

There is no reason to suppose that the quality of legislation would suffer if it had to undergo more searching examination in Parliament or that the quality of government would suffer if less legislation could be passed.

Indeed, if the Government is true to its own principles it should welcome procedural reforms that would slow down the passage of legislation. But will it be consistent? There has always been a certain schizophrenia in its attitude on this point, which was illustrated by Sir Geoffrey Howe in the days of opposition when he told the Conservative Political Centre Summer School in July 1977 that a Conservative Government must offer "the prospect of a period of stability. Less change for the sake of change. The next Conservative Government will make fewer laws and will make the laws fewer."

The danger is that if all goes well for the rest of this session, the Prime Minister may be lulled into a complacency which will make him forget that one of the prospects offered by her Government was of a period of stability in which everyone could get on with their own affairs without ever having to worry about how the law was going to be changed.

The last sentence may well

have seemed a nice rhetorical flourish to emphasize the point.

But it is a point worth making that are not always compatible because it requires further legislation to reduce the number of laws. A flurry of legislative activity in the name of freedom may be very desirable, but the last thing it will bring in the immediate future is a period of stability.

In this first session of the present Parliament the Government has been putting the emphasis upon legislating for freedom. The Housing Bill offers council tenants the right to buy their homes; the Education Act gives parents more choice over the school their children will attend; the Competition Act is intended to provide for more free competition in industry; and so on. But just as it is possible for government to do too much, so they may try to undo too much—or at least to do so too fast.

The way in which the legislative programme is being pushed through Parliament is a technical accomplishment that is good for the morale of the Government and the party at the beginning of a Parliament. It creates a valuable momentum. But it ought not to set a pattern for the future. The speed with which individual bills are processed is no measure of the quality of government.



## Trying times for a Shropshire lad

Mr. Len Murray, the general secretary of the Trades Union Congress, is a thoroughly decent man who has probably suffered more in recent years than chairman of strike-bound companies. His sad face suggests an infinite capacity for absorbing pain, and stress and overwork have led to two heart attacks.

Some of his predecessors were powerful personalities and could overcome the weakness of the post, which is vested with very little power, but Mr. Murray is better educated than they were. A Shropshire lad and son of a farm worker, Mr. Murray won a scholarship to the local grammar school and after war service read economics at New College, Oxford. He joined the economics department of the TUC in 1947, and moved steadily up the ladder until appointed general secretary in 1973.

This probably explains his philosophical approach to life. The British disease, he said recently over a bottle of wine in his office, was old, old institutions, old industrial assets and old attitudes. You could say it was maturity, but there was only a thin line between maturity and senility.

The trade union movement was a reflection of British society, a mirror image of its qualities and defects. It reflected the uncertainty of our society. His dilemma was that he genuinely did not know if the British wanted a quiet life, as was generally assumed, or the life they saw on their television screens. They ought to know that they could not have both.

Trade unionists, and Britons generally, were resistant to change because we were a conservative society. We had become more conservative as we became more insecure. We wanted to hang on to what we had got, but there had been some change. We were now a more mobile society, and a mixture of men and women had changed jobs in recent years. The older industries such as mining had been run down with union acquiescence.

The trade union movement had also changed, from Ernest Bevin to Jack Jones. It had to change because members were now better educated and more articulate. The more intelligent wanted a piece of the action; at least he hoped so because if you wanted change you first had to change people.

Power had shifted to the shop floor. The rank and file could not be expected to accept responsibility unless they were involved in making decisions. Some shop stewards did not like this because they were reluctant to share their authority, but it had to be done.

Mr. Murray admitted carefully that this shift of power and his hope of instilling responsibility among the rank and file, was a long and painful process but insisted that there was not an acceptable alternative. A building that was formerly a sweet factory in Kapan, Azar, car ownership grows, the frustrations become more acute. No wonder Russians are master improvisers, and can be seen every weekend tinkering with their cars.

Winter poses its own special problems: many people cover their cars with tarpaulins until the snow melts. In summer you can be fined for driving a dirty car—but car washes are a rarity. Even petrol stations are few and far between. You may find the only one for miles around is closed or out of petrol, or only take coupons. (Super grade petrol is only sold for coupons, which have to be stamped in advance. One colleague recalls that one petrol station lady refused to accept his coupons because his office stamp was not the regulation circular shape, but was triangular. The right rubber stamp is an essential piece of equipment here.)

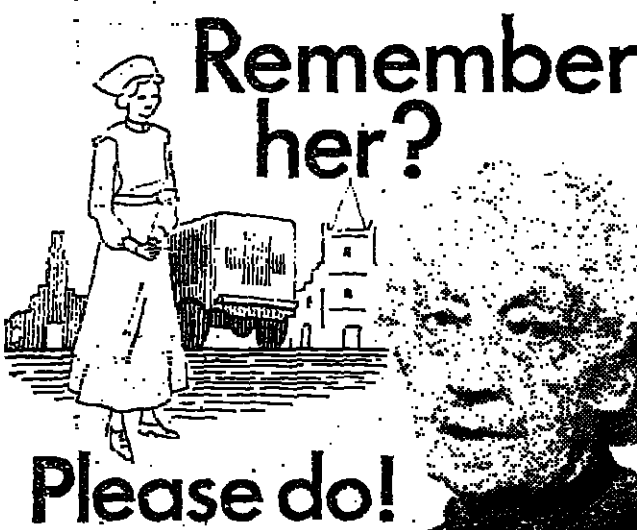
Russians treat their own cars lovingly, and public pressure is growing for clearer road signs, more maps, roadside cafes that sell more than just vodka, proper road markings. Night driving is still a hazard. In town you are not allowed to have your headlights on.

whereas out of town lorries, which make up 80 per cent of all traffic, drive either on full beam or with no lights at all. Luckily there are tough laws on drunken driving though in Armenia and Georgia the excitable temperament and plentiful wine combine to produce a fearsome accident rate. A Moscow police chief recently suggested that he would swear an oath to protect the rights of pedestrians before getting their licences to encourage better driving. But the police will quickly stop you and clip your licence. Maximum allowed, three clips; if you break the rules and are not in a black Volga.

Driving is still such a novelty that most people cannot tell you how to set around by road and will generally tell you which bus or metro to take. One nice thing about Moscow is that you can still park anywhere. But already the capital is choking up, and threatens to be a solid traffic jam during the Olympics, despite the ban on lorries, already in force.

The richer parts of the country—Georgia, Armenia, Estonia—boast noticeably more family saloons. Perhaps it was to Georgia that three Soviet sailors, caught in Italy last month, making off from a breaker's yard with bags full of spare-parts, were hoping to go. It may be that clutches and sparking plugs will soon overtake jeans and make-up as the most salable commodity in the Soviet Union.

Michael Binyon



She is one of many for whom RUKBA is providing an annuity and, if required, a Sheltered Flat, a place in a Residential or Nursing Home. People like her are RUKBA's care, the impoverished or infirm elderly of professional or similar background who once did so much for others, and are today struggling to exist themselves. We need your help now to protect them. One day you may need help.

Our work grows daily. Last year we spent £1m plus, helping over 4,500 people. How many more we can help this year depends on you. The need is urgent and our help vital.

Our funds come from donations and legacies. Please support us with a generous contribution—and please remember RUKBA in your Will.

THE ROYAL UNITED KINGDOM BENEVOLENT ASSOCIATION (Founded 1863)  
Patron: Her Majesty Queen Elizabeth the Queen Mother

**RUKBA**  
To: The General Secretary,  
RUKBA,  
6 AVONMORE ROAD,  
LONDON W14 8RL

I'd like to help—here's my contribution  
Name \_\_\_\_\_  
Address \_\_\_\_\_

## Some drivers are more equal than others

I sold my car a few days ago. It was a fairly painless procedure: the whole transaction took 17 minutes, and I was offered two-thirds of the purchase price on a car that had survived three Russian winters and done 20,000 miles. To me it seemed a bargain—but to the state, the only legally authorized buyer, it was an even better deal: my little yellow Lada station-wagon will probably be resold for 2,000 roubles (£2,100), giving the state over 100 per cent profit.

Of course there is a catch to this magic formula: I bought the car for western currency, and received roubles in return. If you want to buy a new Lada for ordinary Soviet money you have to pay 6,600 roubles—exactly three times the cost in hard currency—and wait for up to two years in the queue to buy.

But there will be no shortage of takers for my old Lada (known as a Zhiguli here, a name probably thought too unpronounceable or even suggestive for export). A car for a Soviet family is still the ultimate status symbol. Mass production of cars really only got going when Mr. Khrushchev, a man who thought all cars small, wanted and unnecessary, was succeeded by Mr. Brezhnev, who in his more athletic days had a notorious penchant for fast driving and

still has a stableful of most of the smartest western models. And in spite of the export success of the Lada, only six million Russians—one in every 44 people—own their own cars. There are still twice as many motorcycles on the roads.

The idea of a car as a status symbol is institutionalized here. The Russians make six different kinds of car, and each serves a separate function. The small Zaprozheh from the Ukraine is the cheapest and sells around town satisfactorily. It is also given to those lucky invalids who qualify for a free government car.

The Zhiguli in its various guises is the most popular family saloon and is bought by almost every foreigner in the country. Next comes the Moskvich, a heavier and stronger car which has rather fallen out of favour because it needs constant maintenance and is poorly built.

The Volga from the giant car-work in Gorki, the Soviet Detroit, is the government car par excellence. Painted an unattractive greenish-cream, it serves as a taxi and seems to be able to stand up to Soviet road conditions and is a real Russian winter—normally lethal combination for most western cars.

Painted black, the Volga rules the road as the official car of a thousand government departments and is a real menace. Black Volgas observe their own highway code: they roar around at great speed, flashing at lesser breeds, over-

take with a daring commensurate with the status of their occupants, and obeying those traffic signs they do not find a hindrance. Most have curtains in the back window to shield the passenger from the gaze of the curious. Their drivers can be found hanging around any government office, often used to make a quick route of two or three unofficial taxis, and for only about twice the normal fare you too can whizz home in style.

Above Volgas come Chazikas.



These are all black. The old ones, modelled on American cars of the 1950s, were all wings and chrome and arrogantly belched exhaust from twin pipes concealed in the back bumper. The new ones are sleeker and smoother. Chazikas—literally "seagulls"—convey senior dignitaries at breakfast and very comfortably, even if they are no, as I found when I rode around in one belonging to the Archbishop of Kiev.

Top of the pyramid comes the Zil. Hand-tooled, vast, bullet-proof, it is available only to members of the Politburo. Zils travel down special reserved lanes in the centre of the road, and police clear the way in advance. Russians take little notice of ambulances and fire engines trying to fight through the traffic. When a Zil appears, everyone scatters.

Occasionally you see foreign cars with Soviet number plates—a sure sign that a diplomat, actor or Russian with relatives overseas has managed to acquire the ultimate in prestige. In America, where many people have relations in the West, I once saw, inconspicuously, a gleaming yellow Morgan. A conductor for the Estonian Symphony Orchestra used to drive a Buick, and Bolshoi ballet stars can be recognized by their Volvos.

But for their lucky owners spare-parts and service are even more difficult to get than usual. The black market in everyday items for the mass-produced Zhiguli, such as accelerator, nodals, valves, knobs, anti-freeze, is enormous, and foreign-

ers generally have to import spares.

Pravda complained that factories produce less than a quarter of the spare parts they are meant to. Garage equipment is scarce and the only plant in the country making hydraulic lifts and tools for body repairmen is housed in a building that was formerly a sweet factory in Kapan. Azar, car ownership grows, the frustrations become more acute. No wonder Russians are master improvisers, and can be seen every weekend tinkering with their cars.

Winter poses its own special problems: many people cover their cars with tarpaulins until the snow melts. In summer you can be fined for driving a dirty car—but car washes are a rarity. Even petrol stations are few and far between. You may find the only one for miles around is closed or out of petrol, or only take coupons. (Super grade petrol is only sold for coupons, which have to be stamped in advance. One colleague recalls that one petrol station lady refused to accept his coupons because his office stamp was not the regulation circular shape, but was triangular. The right rubber stamp is an essential piece of equipment here.)

Russians treat their own cars lovingly, and public pressure is growing for clearer road signs, more maps, roadside cafes that sell more than just vodka, proper road markings. Night driving is still a hazard. In town you are not allowed to have your headlights on.

whereas out of town lorries, which make up 80 per cent of all traffic, drive either on full beam or with no lights at all. Luckily there are tough laws on drunken driving though in Armenia and Georgia the excitable temperament and plentiful wine combine to produce a fearsome accident rate. A Moscow police chief recently suggested that he would swear an oath to protect the rights of pedestrians before getting their licences to encourage better driving. But the police will quickly stop you and clip your licence. Maximum allowed, three clips; if you break the rules and are not in a black Volga.

Driving is still such a novelty that most people cannot tell you how to set around by road and will generally tell you which bus or metro to take. One nice thing about Moscow is that you can still park anywhere. But already the capital is choking up, and threatens to be a solid traffic jam during the Olympics, despite the ban on lorries, already in force.

The richer parts of the country—Georgia, Armenia, Estonia—boast noticeably more family saloons. Perhaps it was to Georgia that three Soviet sailors, caught in Italy last month, making off from a breaker's yard with bags full of spare-parts, were hoping to go. It may be that clutches and sparking plugs will soon overtake jeans and make-up as the most salable commodity in the Soviet Union.

Michael Binyon





New Printing House Square, London, WC1X 8EZ. Telephone: 01-837 1234

## ABUL'S SUSPECT OFFER

West is rightly demanding Soviet forces withdraw from Afghanistan. It has made this a matter of such high priority that it is putting at risk the whole of East-West relations in order to show that it is serious. There is no sign that the Russians are even beginning to think about leaving Afghanistan, if the West wants its concerns to be credible it must keep on saying this. This means that it must only make effective the allies on the Soviet Union but remain alert for signs that the Russians are having the red effect.

Muskie's scepticism about proposals which have just come from Moscow via the puppet regime in Kabul is justified. His response could have been considered. Obviously the Russians are totally ungrateful in their present form. Nor they new. They are similar to those made by Mr Brezhnev in February and by Mr Karmal in April 7. They seem intended merely to gain international recognition for the regime of Mr Karmal, to draw the Americans admitting interference in Afghanistan (thereby justifying Soviet invasion), and to open up the western alliance, and the rest of the non-aligned world. They may have been timed to influence Mr Schmidt, the West German Chancellor, and the Islamic Foreign Ministers which starts in Islamabad on Friday.

Furthermore the proposals do even begin to address vital problems such as how to establish a viable government in Kabul and how to guarantee the

frontiers of Afghanistan against another Soviet invasion. All they do, in effect, is convey the message that if neighbouring countries will shore up Mr Karmal, and if the West will take the responsibility for provoking the invasion, the Soviet Union will think about leaving. But there would, it seems, be no guarantee of actual departure, and since every shot fired by an Afghan insurgent could be used to argue that the West was still interfering, the Russians might succeed in legitimizing their invasion and their puppet government without taking a single soldier home. Game set and match.

All this must be as obvious to Pakistan and Iran as it is to everyone else. But there remains an obligation to find out whether the gambit is meant merely to confuse and divide or whether it conceals a genuine opening. The conventional wisdom is that absolutely nothing will persuade the Soviet Union to withdraw from Afghanistan, and that the main purpose of western sanctions is therefore to deter further adventures. This way lies fatalism. It is true that the Russians appear to be settling in for a long stay, and it is true that diplomatic soundings have produced no signs of change, but somewhere there must be a point at which the costs of staying in Afghanistan become sufficiently high and the rewards for leaving become sufficiently attractive to tip the balance. Although this point is nowhere in sight, and might require unacceptable concessions by the West, the search for it must continue if western policies are to remain credible.

It is not beyond the bounds of possibility that the Russians are searching too. They face an

almost indefinite guerrilla war in Afghanistan which will keep open a running sore in their relations with Islam, the western alliance and their own East European allies, who are profoundly unhappy about the whole enterprise. This is a heavy price to pay for a piece of territory. Obviously the first Soviet aim will be to try to lower the price without giving up the gains. Any one would do the same in their place, and it is presumably this exercise on which they are now engaged. But if they meet a firm response, and if the costs continue to rise, they could switch as suddenly as they did over the Austrian State Treaty twenty-five years ago. This switch, distant though it may be, is more likely if western diplomacy is seen to combine firmness with flexibility and willingness to respond. Although there is a danger of being sucked into negotiations which lead nowhere but to a lessening of pressure on the Soviet Union, it should not be beyond the capacity of western governments to avoid it.

The alternative is merely to relish, and if possible increase, the difficulties which the Soviet Union has brought upon itself. This would be a short-sighted policy. It would do nothing for the suffering Afghans and would leave the Soviet Union with only the humiliation of defeat as an alternative to staying on. This would tend to delay a decision to get out and thereby also delay the restoration of better western relations with the Soviet Union. Good diplomacy builds bridges for opponents to retreat across. Western statesmen must try to increase pressure on the Russians but they should not neglect the bridges.

## PANISH EDITORS AT RISK

Recent conviction of Señor Luis Cebrián, the editor-in-chief of *El País*, and the announcement that he will have to stand trial soon on another charge are the latest signs of an apparent to be a campaign against press freedom in Spain, since the death of General Franco in 1975 and the adoption of a democratic system *El País* made a name for itself as the most independent of the leading Spanish papers; and so the cases against Señor Cebrián are a special prominence.

In recent years there have been many similar cases against editors and journalists, and many ending in convictions, and many becoming more, rather than less, frequent. Señor Cebrián was convicted last week because of a leading article in *El País*, in which he himself did not write, which criticized certain judicial decisions in cases against journalists and compared them to the situation in Nazi Germany. Several cases have concerned alleged offences against morality, though the publication of photographs of nudes, and articles which have been taken as insults to established groups as armed forces, the police and judiciary.

The fact that these articles have contained a good deal of truth has not been a protection

against judicial investigation. Señor Miguel Angel Aguilar, for instance, the editor of *Diario 16*, was prosecuted by the military authorities because his paper reported on its front page on plans for a military coup d'état known as *Galaxia*; the existence of the plot was officially denied. But the Prime Minister's office later announced that there had been such a plot, charges were brought against two officers and they were found guilty. A similar article appeared earlier this year in *Sabado Gráfico*, referring to certain comings and goings in army barracks, and Señor German Alvarez, the director, is now being investigated to see whether there are grounds for a trial before a military court.

The handling of these cases is not a government responsibility, and Señor Suarez's Government has tried to dissociate itself from many of them. They are the product of the peculiar situation in post-Franco Spain in which, though there is a Constitution guaranteeing freedom of expression and a democratically elected government, there have been few changes in the judiciary, many of whose members still hanker after the old days. Their hand is strengthened by the fact that, in spite of what the Constitution says about the press, there is still no new press law to implement it

and the old laws remain on the statute book. The armed forces, on their side, claim jurisdiction over alleged insults to the military as being military offences. What is unfortunate is that as the Government's grip on events has weakened in recent months opponents of Spain's new-found democratic ways, whether the armed forces or in the judiciary, have felt emboldened to take steps against those parts of the press which displease them.

In a way, this situation is not surprising. What is more surprising is the relative ease with which Spain moved from dictatorship to democracy after the death of General Franco. But the threats to press freedom do have to be met, and it would be good to feel that the Suarez Government took a more serious view of them. It should, for instance, bring forward a new press law to spell out the general principles of the Constitution—and abandon the idea that only licensed journalists should be free to practise their profession. On the judicial side, there is now a new Constitutional Court in being, with the last word on anything concerning the Constitution. The Government and the press should now be able to look to it to assert the freedom of expression declared in the Constitution.

## THE RELEASE OF MARY BELL

A release from prison of Mary Bell is not wholly free from risk, according to the medical evidence, she is probably still a psychopath, and there is therefore the risk, albeit adjusted to extremely small, that she will be tempted to kill again, or to injure. The conclusion that she should be released was not reached lightly. Few criminals have been so closely studied and reported on as has Miss Bell. It is never totally safe to release a mentally abnormal violent criminal, but the authorities are satisfied that in Miss Bell's case the chances of her reverting to crime are small enough to warrant the chance being taken. Neither treatment nor time is expected wholly to remove the risk, the alternative would be to confine her for the rest of her life. The right decision is made.

Miss Bell is now to live and work again in the very city in which she committed her crimes. In itself, presents formidable difficulties. The parents of a murdered child still live there. The community is more sensitive about her than any other in the country. Miss Bell is offered, but rejected, the possibility of a new identity—change of name, and a job in

an area unconnected with her past. She should not be criticized for preferring to face the rest of her life with honesty rather than trying to disguise her background. Her real identity would almost certainly have been revealed sooner or later, with inevitably traumatic consequences. It is also undesirable that the presence of someone of Mary Bell's past behaviour should be hidden from those who might come into contact with her.

Miss Bell faces, at best, a difficult future. It will probably be impossible for her to lead anything resembling a normal life for some time. She has been institutionalized for her entire adolescence and part of her young womanhood. Even with the support of the probation service, she will need considerable courage and sense to have even a chance of adapting to her new circumstances.

She will also have to face varying reactions from the community around her. The emotions which her crimes aroused will not easily be pacified. She will have to suffer manifestations of hatred and revulsion. She will also be a constant subject of curiosity, and her behaviour will be of continuing interest to the

community. A part of that interest will represent a perfectly legitimate desire to remain informed about her.

But there will also be an element of morbid curiosity in that interest. It is important that it should not be fed by sensational reporting in the media. Neither Miss Bell nor the community in which she lives would be well-served by being subjected to constant attention by newspapers. Cheque-book journalism, in this case, would be particularly inappropriate. Miss Bell herself should not benefit financially from telling her own story, and paying others for stories about her would only make her the subject of exploitation by the greedy and the unprincipled.

Our system of criminal justice allows people who have been guilty of even the most horrible crime to be sent back into society eventually. In Miss Bell's case, such re-introduction can be successful only if she is given a genuine opportunity to rebuild her life without harassment. Her presence outside prison is no doubt offensive to many people, but only an unhealthy society would refuse her at least the chance of re-integration.

## Living with the law

From Mr James McClellan

I so appreciated the amount of care given to my new book *Spike and Portrait of a Police Division* (The Times, April 12) it seemed almost a pity to point out at Philippa Toomey's article had paired with half a vital sentence. But as this is now proving to be a damaging omission, I am grateful for an opportunity to set the record straight.

The article said I had promised a police officer that I'd remove anything which might cause embarrassment from their transcripts. I promised to remove such matter from those transcripts where a speaker could be identified, and I'd use it elsewhere in the book in a strictly anonymous context.

Indeed some of Spike Island's most revealing insights occur in the transcripts attributed simply to "a bobby", and this was what the officer felt able to admit a theft while another freely criticized racism in his/her colleagues. So far from being a pledge to suppress compromising material, my promise was intended to have quite the opposite effect to that implied in *Living with the law on Spike Island*.

Yours sincerely,  
JAMES McCLELLAN,  
14 York Road,  
Readington,  
Oxford.

## Future of N Ireland

From Mr Niall O'Reilly

Sir, I refer to Mr Baxter's letter (May 12) in which he argues that only two things will solve the prob-

lem of terrorism in Northern Ireland—namely "a constitution showing a firm determination that Northern Ireland will remain part of the United Kingdom, and a strong security policy".

It would appear that Mr Baxter fails to understand the reasons for violence in Northern Ireland. Terrorism is caused by political frustration and conflict. A political solution is required which will take into account the fact that two nationalities exist in Northern Ireland. Peace is impossible when one community tries to dominate the other. Any constitution which requires the support of the Army, prisons for political prisoners, the elimination of habeas corpus, etc., must be considered dubious.

Yours faithfully,  
NIALL O'REILLY,  
97 Mysore Road, SW11,  
May 12.

## Quick response to reactor perils

From Mr Frank Hooley, MP for Hoveley (Labour)

Sir, I am astonished to learn, as a result of a reply to a Parliamentary Question, addressed to the Prime Minister, that the responsibility for emergency arrangements, arising from any serious accident or malfunction at a nuclear power station, is shared between no fewer than eight different Ministers!

It seems to me that, if there was a recipe for confusion and uncertainty in the event of a Three Mile Island incident within the United Kingdom, then we have it tailor-made.

The problem is by no means academic. There was recently a very serious incident at the French processing plant at Cap la Hague, which could easily have affected the population of the Channel Islands, and about which the United Kingdom authorities were given virtually no information until a British newspaper disclosed what had happened at the plant.

However, even if there had been prompt notification by the French authorities, the radioactive dust was heading across the Channel towards the United Kingdom, the action at this point would have consisted of a consultation between the Secretary of State for the Environment and the Minister of Agriculture, followed by "advice" to the local authorities.

It seems to me that in these days, when nuclear mishaps appear to occur about every three or four months or so, that one Minister, not seven different government departments, should have direct and immediate responsibility for warning the public and controlling any necessary evacuation of population in the vicinity of the establishment where the incident occurred.

Yours faithfully,  
FRANK HOOLEY,  
House of Commons,  
May 14.

From Field Marshal Lord Carver

Sir, My former colleagues, Marshal of the Royal Air Force Sir Neil Cameron and Admiral of the Fleet Lord Hill-Norton, have taken me to task in your columns (May 9 and 13) for the views I have expressed about the replacement of our existing submarine-based ballistic missile nuclear weapon delivery system by another, designed to act as both an independent and a strategic deterrent force.

Neither of them have made clear what it is they expect it to deter. Sir Neil's argument is close to that used in this year's Defence White Paper. The reasoning is that, although we had full confidence that (pace Lord Hill-Norton) the United States would use nuclear weapons of some kind if Russia attacked Western Europe, the Russians might think they would not. If we did not possess our own independent force, capable of hitting Moscow when nobody else was using nuclear weapons—or perhaps any weapons at all—against them, the Soviet Union would be prepared to take the risk that, in spite of the deployment of a positive number of United States nuclear weapons in Europe, she could with impunity launch her forces, conventional or even perhaps nuclear, against Nato. But, although the United States might hang back for fear of retaliation, Britain, as long as she has a credible nuclear deterrent, would not. This, in spite of the fact that Russia could obliterate this country with nuclear weapons without affecting her capability for nuclear attack against the United States.

I find that a fantastically unrealistic scenario, as I believe the Russians would also. It is the fear that any form of military adventure against Western Europe could spark off a nuclear retaliation by the United States at any level, and that it could not long be contained at a low level, which deters the Soviet Union from embarking on such a venture.

Lord Hill-Norton's argument appears to be different. It is that such a force protects our own vital interests against threats, blackmail or actual force, either against us alone or, in the last case, against our European allies as well. The last case is covered by Sir Neil's argument. I find it difficult to imagine what the vital interests which are peculiar to this country, not shared by the United States and our European allies, which are threatened or likely to be by the Russians, and action against which she could

appear to be different. It is that such a force protects our own vital interests against threats, blackmail or actual force, either against us alone or, in the last case, against our European allies as well. The last case is covered by Sir Neil's argument. I find it difficult to imagine what the vital interests which are peculiar to this country, not shared by the United States and our European allies, which are threatened or likely to be by the Russians, and action against which she could

From the General Secretary of the Transport and General Workers' Union

Sir, Bernard Levin gets it wrong again (May 6). So perhaps I'd better explain how the decision to give £5,000 to the *Morning Star* on its fiftieth anniversary was bang in line with democracy in the Transport and General Workers' Union, resulting from one of the most authoritative democratic councils in the country (our own biennial delegate conference), and the democratically elected Finance and General Purposes Committee of the TGWU on which, incidentally, only elected lay members have any vote, and purely so.

No, Bernard, it wasn't a sudden, secretive lashing out to the left, as you seem to have seen it. It was generous in spirit, in line with the existing policies of support for labour movement newspapers (and outside that the TGWU has been advertising a struggle which big business has over the regular press), and a key point, which you may have missed, it was fraternal and generous in spirit. Surely these are not such bad instincts to have in 'British rights, backs-to-the-wall national mood' engendered by the Tory Government?

And that key point in Bernard's argument that we should have run a referendum (sitting aside the democratically decided rule book of the union, of course) is utterly silly; the postage and administration would have cost as much as the original donation!

But, as usual, Bernard builds a mountain out of a molehill and really wants to convince the *Times* readers that TGWU leaders are "stupid", along with the underlying assumption that we lack imagination and breadth of judgment.

Can I put the record straight on that one?

In the recent past, the union has

made a number of imaginative decisions, much bigger in importance than the £5,000 for the *Morning Star*. We have responded to the liquidity problems of the Labour Party by bringing forward our annual subs to £100,000, and topping our affiliation level to something like a total of £400,000 per annum.

We have also been initiators of financial measures to provide the Labour Party with new and better premises worth £200,000. We have invested in a superb holiday and education centre at Eastbourne for our members involving an initial outlay above £2m. We have responded to the problems of members (in coming to democratic committee meetings) by finding reasonably priced accommodation in London hotels by buying a hotel at £600,000 in Lancaster Gate.

And, incidentally, we run a newspaper, albeit only once a month, which has a circulation direct to members of 100,000, and is running over 400,000 and mounting monthly. That's a better readership than the quality paper for which Bernard writes!

So, at the end of the day, is it fair or reasonable or intelligent of Bernard Levin to rant and rave so much about the TGWU and democracy and alleged "stupidity" and lack of imagination (in democratic leadership)?

I think it is plainly not so, May I add that I am not especially worried about Bernard Levin devilling away at molehills, since I am quite confident that, in a patient and imaginative way, the TGWU is building mountains and, that I think is what is important for the TGWU's membership, which despite unemployment and redundancies, is still well over the two million mark.

Yours faithfully,  
MOSS EVANS, General Secretary,  
Transport and General Workers' Union,  
Transport House,  
Smith Square, SW1.

From Mr C. T. McVey

Sir, Now that Sir Keith Joseph has admitted that efficient production at British Steel must be paid for, will he extend this principle to consideration of future pay claims by the workforce?

Or will the next step be to import American steelworkers at the "going rate"?

Yours faithfully,  
C. T. McVEY,  
42b Albert Park Place,  
Morpeth,  
Bristol.

From Mr C. T. McVey

Sir, Judging by Mr Levin's article on the Parthenon (May 13), it would appear that the change of government in Athens has had theological repercussions! If Apollo is now firmly established on the Acropolis, has Athena migrated to Delphi?

Next time Mr Levin goes to Greece perhaps he should remember to take not only his hat but also his glasses, so that he can see which Greek temple belongs to which deity. Incidentally, since when has Apollo had access to that ultimate deterrent, the thunderbolt of Zeus?

Yours sincerely,  
C. E. VAFIOPOULOU-RICHARDSON,  
Jesus College,  
Oxford,  
May 13.

## Retaining Britain's nuclear capability

From Lord Greenhill of Harrow

Sir, It is perhaps not surprising that I should agree with Lord Caccia's letter of today (May 13). Some of our official experience is not dissimilar.

Future developments are indeed unpredictable and may be dramatically different from anything anticipated. The present argument is being conducted in the context of Nato and the Soviet Union. What Lord Caccia implied should perhaps be more explicitly said.

The non-proliferation of nuclear weapons is by no means assured. Far from it. It is not difficult to envisage such weapons in the hands of irrational authoritarian regimes whose ideology, anger and ignorance might permit them threatened or actual use. Read Professor Mazur's recent *Radioactive*. Surely a reasonable insurance is necessary for this country.

Yours ever,  
GREENHILL OF HARROW,  
House of Lords, SW1.

From Field Marshal Lord Carver

Sir, My former colleagues, Marshal of the Royal Air Force Sir Neil Cameron and Admiral of the Fleet Lord Hill-Norton, have taken me to task in your columns (May 9 and 13) for the views I have expressed about the replacement of our existing submarine-based ballistic missile nuclear weapon delivery system by another, designed to act as both an independent and a strategic deterrent force.

Neither of them have made clear what it is they expect it to deter. Sir Neil's argument is close to that used in this year's Defence White Paper. The reasoning is that, although we had full confidence that (pace Lord Hill-Norton) the United States would use nuclear weapons of some kind if Russia attacked Western Europe, the Russians might think they would not. If we did not possess our own independent force, capable of hitting Moscow when nobody else was using nuclear weapons—or perhaps any weapons at all—against them, the Soviet Union would be prepared to take the risk that, in spite of the deployment of a positive number of United States nuclear weapons in Europe, she could with impunity launch her forces, conventional or even perhaps nuclear, against Nato. But, although the United States might hang back for fear of retaliation, Britain, as long as she has a credible nuclear deterrent, would not. This, in spite of the fact that Russia could obliterate this country with nuclear weapons without affecting her capability for nuclear attack against the United States.

I find that a fantastically unrealistic scenario, as I believe the Russians would also. It is the fear that any form of military adventure against Western Europe could spark off a nuclear retaliation by the United States at any level, and that it could not long be contained at a low level, which deters the Soviet Union from embarking on such a venture.

Lord Hill-Norton's argument appears to be different. It is that such a force protects our own vital interests against threats, blackmail or actual force, either against us alone or, in the last case, against our European allies as well. The last case is covered by Sir Neil's argument. I find it difficult to imagine what the vital interests which are peculiar to this country, not shared by the United States and our European allies, which are threatened or likely to be by the Russians, and action against which she could

appear to be different. It is that such a force protects our own vital interests against threats, blackmail or actual force, either against us alone or, in the last case, against our European allies as well. The last case is covered by Sir Neil's argument. I find it difficult to imagine what the vital interests which are peculiar to this country, not shared by the United States and our European allies, which are threatened or likely to be by the Russians, and action against which she could

From the General Secretary of the Transport and General Workers' Union

Sir, Bernard Levin gets it wrong again (May 6). So perhaps I'd better explain how the decision to give £5,000 to the *Morning Star* on its fiftieth anniversary was bang in line with democracy in the Transport and General Workers' Union, resulting from one of the most authoritative democratic councils in the country (our own biennial delegate conference), and the democratically elected Finance and General Purposes Committee of the TGWU on which, incidentally, only elected lay members have any vote, and purely so.

No, Bernard, it wasn't a sudden, secretive lashing out to the left, as you seem to have seen it. It was generous in spirit, in line with the existing policies of support for labour movement newspapers (and outside that the TGWU has been advertising a struggle which big business has over the regular press), and a key point, which you may have missed, it was fraternal and generous in spirit. Surely these are not such bad instincts to have in 'British rights, backs-to-the-wall national mood' engendered by the Tory Government?

And that key point in Bernard's argument that we should have run a referendum (sitting aside the democratically decided rule book of the union, of course) is utterly silly; the postage and administration would have cost as much as the original donation!

But, as usual, Bernard builds a mountain out of a molehill and really wants to convince the *Times* readers that TGWU leaders are "stupid", along with the underlying assumption that we lack imagination and breadth of judgment.

Can I put the record straight on that one?

In the recent past, the union has

made a number of imaginative decisions, much bigger in importance than the £5,000 for the *Morning Star*. We have responded to the liquidity problems of the Labour Party by bringing forward our annual subs to £100,000, and topping our affiliation level to something like a total of £400,000 per annum.

We have also been initiators of financial measures to provide the Labour Party with new and better premises worth £200,000. We have invested in a superb holiday and education centre at Eastbourne for our members involving an initial outlay above £2m. We have responded to the problems of members (in coming to democratic committee meetings) by finding reasonably priced accommodation in London hotels by buying a hotel at £600,000 in Lancaster Gate.

And, incidentally, we run a newspaper, albeit only once a month, which has a circulation direct to members of 100,000, and is running over 400,000 and mounting monthly. That's a better readership than the quality paper for which Bernard writes!

So, at the end of the day, is it fair or reasonable or intelligent of Bernard Levin to rant and rave so much about the TGWU and democracy and alleged "stupidity" and lack of imagination (in democratic leadership)?

I think it is plainly not so, May I add that I am not especially worried about Bernard Levin devilling away at molehills, since I am quite confident that, in a patient and imaginative way, the TGWU is building mountains and, that I think is what is important for the TGWU's membership, which despite unemployment and redundancies, is still well over the two million mark.

Yours faithfully,  
MOSS EVANS, General Secretary,  
Transport and General Workers' Union,  
Transport House,  
Smith Square, SW1.

From Mr C. T. McVey

Sir, Now that Sir Keith Joseph has admitted that efficient production at British Steel must be paid for, will he extend this principle to consideration of future pay claims by the workforce?

Or will the next step be to import American steelworkers at the "going rate"?

Yours faithfully,  
C. T. McVEY,  
42b Albert Park Place,  
Morpeth,  
Bristol.

From Mr C. T. McVey

Sir, Judging by Mr Levin's article on the Parthenon (May 13), it would appear that the change of government in Athens has had theological repercussions! If Apollo is now firmly established on the Acropolis, has Athena migrated to Delphi?

Next time Mr Levin goes to Greece perhaps he should remember to take not only his hat but also his glasses, so that he can see which Greek temple belongs to which deity. Incidentally, since when has Apollo had access to that ultimate deterrent, the thunderbolt of Zeus?

Yours sincerely,  
C. E. VAFIOPOULOU-RICHARDSON,  
Jesus College,  
Oxford,  
May 13.

## Implications of the TUC day of action

From Sir Peter Garrow

Sir, Now that the day of action has happened—or not happened—politicians and others will be thinking about its implications. If the general reaction is merely to exult over the failure of an ill-conceived initiative, then a great opportunity will have been lost.

Mr Len Murray, on this morning's (May 14) Today programme, said something to the effect that he hoped the long term result would be that the Government would be induced to enter into a dialogue with the trade union leadership about the future of industrial relations. But with the present trade union leadership that is out of the question. Quite apart from their other shortcomings the Trades Union Congress have shown themselves to be largely out of touch with the thoughts, feelings and wishes of their membership. If, as a result of this non-event, things could happen that would bring about the emergence of a trade union leadership really representative of, and in touch with, the rank and file, then surely the Government would want to have close and constructive contacts with that leadership. There has been too much confrontation in industrial relations in recent years, and for that reason one is free from blame but the TUC bears a heavy responsibility.

I well remember how in Germany, after the war, once currency reform had been carried through, all sides of industry, management, workers and trade union leaders realised that the recovery of Germany depended on cooperation, not confrontation. The result was the *Wirtschaftswunder*, the economic miracle, which is the basis of Germany's prosperity today. We could have our own economic miracle if we could only learn the lesson and draw the right conclusions.

Yours sincerely,  
PETER GARRAN,  
Roanoke,  
Bosham Hoe,  
Sussex,  
May 14.

## Israel and Unesco

From Mr Arthur Rubenstein

Sir, Please allow me to strongly object to Yehudi Menuhin's complaint (letter, May 9) that my criticism of his performance as President of the Music Department of Unesco was calumny.

I, for one, feel deeply offended by the injustice of the world towards Israel. After having tolerated the holocaust, instead of feeling any remorse, it resented the fact that the survivors tried to recover the land which was theirs since thousands of years. It took three crucial wars to allow them to settle in their old country with its beloved capital, Jerusalem, where Unesco interfered with their excavations, which they had a perfect right to carry out and which were very important for humanity; not unlike the discovery of Tutankhamun's tomb.

The so-called "occupied" territory makes me laugh. It is the oldest biblical Jewish homeland where Abraham, Isaac and Jacob were buried and it was simply reconquered. It would take a page to describe occupied territories in many well known countries.

I do not deny anybody the right to have different opinions, but I was deeply hurt and disappointed that my colleague with the beautiful biblical name, Yehudi Menuhin, who was honoured to be President of the Music Council of Unesco and whose voting or not voting with them is irrelevant, not only showed no sign of disapproval but publicly maintained that Jerusalem should not be the exclusive capital of Israel.

He and I had it out in letters to *The New York Times* and *Le Monde* of Paris, where he made his position abundantly clear. The word calumny is a term which I cannot allow him to use. As I can say is that he is a fine musician, a great worker, an original stylist of the English language, but in my opinion a bad Jew.

Yours faithfully,  
ARTHUR RUBENSTEIN,  
22 Square de l'Avenue Foch,  
Paris 75116,  
France,  
May 12.

From Lord Killoran

Sir, I am surprised to see that Mr Denis Healey has joined the ranks of those who misread history—as shown by his recent gleeful comparison of Mrs Thatcher with King Knut (for Canute).

It was not Canute who said that the laws of nature would not apply; but rather the various woolly-thinkers, courtiers, sycophants, et al who seemingly were as unscrupulous then as now in the "councils of state".

What Canute said and proved, was that no government, however wise or strong, can alter the forces of nature. One could say that Mrs Thatcher is having her feet wetted at the moment; but perhaps she is proving something that Mr Healey cannot comprehend.

Yours faithfully,  
KILLORAN,  
6 Trevor Street, SW7,  
May 11.

From Lord Killoran

Sir, I am surprised to see that Mr Denis Healey has joined the ranks of those who misread history—as shown by his recent gleeful comparison of Mrs Thatcher with King Knut (for Canute).

It was not Canute who said that the laws of nature would not apply; but rather the various woolly-thinkers, courtiers, sycophants, et al who seemingly were as unscrupulous then as now in the "councils of state".

What Canute said and proved, was that no government, however wise or strong, can alter the forces of nature. One could say that Mrs Thatcher is having her feet wetted at the moment; but perhaps she is proving something that Mr Healey cannot comprehend.

Yours faithfully,  
KILLORAN,  
6 Trevor Street, SW7,  
May 11.

From Mr C. E. Vafiooulou-Richardson

Sir, Judging by Mr Levin's article on the Parthenon (May 13), it would appear that the change of government in Athens has had theological repercussions! If Apollo is now firmly established on the Acropolis, has Athena migrated to Delphi?

Next time Mr Levin goes to Greece perhaps he should remember to take not only his hat but also his glasses, so that he can see which Greek temple belongs to which deity. Incidentally, since when has Apollo had access to that ultimate deterrent, the thunderbolt of Zeus?

Yours sincerely,  
C. E. VAFIOPOULOU-RICHARDSON,  
Jesus College,  
Oxford,  
May 13.

From Mr C. E. Vafiooulou-Richardson

Sir, Judging by Mr Levin's article on the Parthenon (May 13), it would appear that the change of government in Athens has had theological repercussions! If Apollo is now firmly established on the Acropolis, has Athena migrated to Delphi?

Next time Mr Levin goes to Greece perhaps he should remember to take not only his hat but also his glasses, so that he can see which Greek temple belongs to which deity. Incidentally, since when has Apollo had access to that ultimate deterrent, the thunderbolt of Zeus?

Yours sincerely,  
C. E. VAFIOPOULOU-RICHARDSON,  
Jesus College,  
Oxford,  
May 13.

From Mr C. E. Vafiooulou-Richardson

Sir, Judging by Mr Levin's article on the Parthenon (May 13), it would appear that the change of government in Athens has had theological repercussions! If Apollo is now firmly established on the Acropolis, has Athena migrated to Delphi?

Next time Mr Levin goes to Greece perhaps he should remember to take not only his hat but also his glasses, so that he can see which Greek temple belongs to which deity. Incidentally, since when has Apollo had access to that ultimate deterrent, the thunderbolt of Zeus?

Yours sincerely,  
C. E. VAFIOPOULOU-RICHARDSON,  
Jesus College,  
Oxford,  
May 13.



**INTERNAL MEMORANDUM**

To: THE FINANCIAL DIRECTOR  
 From: HEAD OF ACCOUNTS  
 Re: EXPENSE ACCOUNTING

I would like to bring to your attention the situation in the Accounts Department regarding Expense Accounting.

Frankly, the time and effort involved in the administrative time and effort involved in handling the cash advances, travel cheques, foreign currencies, bills and petty cash vouchers would be better spent on more profitable business.

I have recently investigated the possibilities of company charge cards and would strongly recommend issuing a Company Barclaycard to each member of staff who regularly submits expense claims.

Not only would this greatly reduce paperwork, it would provide stricter control over who spends what, when and why.

Could you please ask your secretary to ring me so that we can fix an appointment to ring discuss this in more detail.

Incidentally, could you also ask her not to hang up if I don't answer immediately, as it takes me some time to find my telephone.

Over 10,000 companies already use the Company Barclaycard system.  
 To find out why, post this coupon to:  
 Company Barclaycard, Department G,  
 Barclaycard Centre, Northampton NN1 1SG.  
 Or phone Northampton (0604) 21100 ext. 2160.

Name \_\_\_\_\_  
 Position \_\_\_\_\_  
 Company \_\_\_\_\_  
 Address \_\_\_\_\_



Company Barclaycard.







## Stock Exchange Prices

## Profit taking in oils

**ACCOUNT DAYS:** Dealings Began, May 12. Dealings End, May 30. § Contango Day, June 2. Settlement Day, June 9

§ Forward bargains are permitted on two previous days

The changes shown below are on Monday's closing prices

[illegible]



# THE TIMES

## BUSINESS NEWS

هكذا من الأصل

LAING  
make ideas take shape

**Stock markets**  
FT Ind 437.8 down 2.2  
FT Gilt 67.67 down 0.17

**Sterling**  
\$ 2.8005 up 120 cents  
Index 73.5 up 0.4

**Dollar**  
Index 85.3 up 0.1  
DM 1.7955 up 68 pts

**Gold**  
\$16.50 down 57

**Money**  
3 mth sterling 67.174  
3 mth Euro \$ 104.104  
6 mth Euro \$ 104.11

### IN BRIEF

#### Iranian oil buyers restricted to five banks

Iran has told buyers of its oil that they can open letters of credit only with five specified banks, according to a move comes ahead of Iranian economic sanctions. The move is expected to be announced this weekend. Sanctions are not likely to be banking, however.

It is believed still to be London banks and there is no official confirmation of report from the National Iranian Oil Company or the oil bank of Iran.

Swiss, an Austrian, an American and a Swedish bank are believed to have been picked by the Iranian central bank for new letters of credit.

#### board post

Mr Austin Bide, chairman of Bide Holdings, who has been in non-executive deputy chairman of BL.

mal meeting report, page 20.

#### rowing banks

Mr Geoffrey Howe, the Chancellor, said in answer to a parliamentary question yesterday that the Government has decided to discuss with the banks the possibility of setting up a system of setting rates for state industries.

Need for more flexibility, page 21

#### misconduct found

Stock Exchange investigation has found no evidence of misconduct in the share dealings in toy group. The investigation, now in its second year, has found no evidence of misconduct. But the investigation acknowledged that the company's share dealings were not in line with the rules of the DCM's American Securities Exchange.

#### China in World Bank

The People's Republic of China has formally become a member of the World Bank. The bank's board of directors has voted to exclude China, whose 2.53 per cent shareholding in the bank will be allocated to the People's Republic.

#### aircraft jobs

Learfan, the company which is Northern Ireland Department of Commerce recently set up with United States partners to manufacture a 10-seat executive aircraft in Ulster, has launched a recruiting drive. Several dozen engineers are being sought on the Northern Island market.

## Water authorities face referral to the Monopolies Commission

By Derek Harris  
Commercial Editor

More regional water authorities are to be referred to the Monopolies and Mergers Commission because of water rate increases, the Prime Minister told the House of Commons yesterday.

The Severn-Trent Water Authority has already been referred because of what Mrs Sally Oppenheim, Minister of Consumer Affairs, described as "widespread consumer concern about the charges levied by water authorities".

Depending on the terms of reference in the further investigations, the Government could order that any adverse effects found by the Monopolies Commission be remedied. This might include either a pegging of water rates or even a reduction.

Mrs Thatcher was answering questions in the House of Commons about the level of pay settlements by water authorities in England and Wales. She said that the levels of settlements in private manufacturing industry had been generally lower than in the public monopolies sector—including the water authorities. After the regional Severn-Trent, the Prime Minister said, "it is the intention to refer other water authorities to the Monopolies Commission".

There has been increasing criticism about rises in water rates this spring; some have been well in excess of 20 per cent. The Severn-Trent authority was chosen as a test case on operating costs and efficiency largely because of its size. It supplies water and services to more than 8 million people in the Midlands, parts of Wales and the West Country.

Because of the controversy over rate rises the Government may make more referrals before the findings of the Severn-Trent investigation are known.

This will take probably six months, with a three-month extension if the Monopolies Commission needs the extra time.

It looks unlikely that the largest water authority, the

Thames authority, would be referred for investigation because it has already been examined by the Price Commission.

But there has been considerable criticism of rate increases of about 28 per cent in the Southern Water Authority's area. Mr Tom King, Minister of State for Local Government, has already met the Southern authority as part of a series of meetings aimed at examining their efficiency.

He told the Commons earlier this month of his concern at Southern's high manpower levels and water rate increases in recent years. He was given an undertaking by Southern that it would reduce manpower levels.

But because of the work over at the Monopolies Commission it is likely that only those authorities attracting the most criticism on rate increases will be referred.

The Monopolies Commission has already been asked by the Government to investigate British Rail's South-east commuter services and the operations of the Central Electricity Generating Board.

Mr Gordon Borrie, Director General of Fair Trading, is expected to announce within a few weeks a first batch of four individual company investigations for the Commission under the new Competition Act.

This spring's steep water rate rise follows three years of average increases of 16 per cent. But one of the reasons for the increases has been authorities moving towards scales, mandatory from April next year, which fix the price of water in direct relation to the cost of provision to the customer.

From 1978 domestic water bills have also included the cost of sewerage and waste disposal. The authorities have also lost the government support grants. Water authorities, which are self-financing, also carry heavy interest charges.

But the authorities have structured increasing costs, particularly in administration. This and other operating costs, along with their general level of efficiency, are likely to be the focus of the investigations decided on later.

## Way cleared for Grand Met and Imperial Group to seal United States takeovers

By Our Financial Staff

British companies appeared to have concluded two big takeovers in the United States yesterday. Imperial Group, the tobacco, beer and food company, said that it will go ahead with its £275m acquisition of Howard Johnson, the motels and restaurant chain. Grand Metropolitan, meanwhile, seemed near to success with its increased £248m offer for Liggett, the cigarettes and drinks combine.

Imperial's decision ended six weeks of uncertainty. The British group first announced its plan to buy Howard Johnson last year, but at its annual meeting in March, Sir John Pile, the outgoing chairman, appeared to cast doubts on his

company's willingness to go ahead.

Yesterday, Mr Malcolm Anderson, Imperial's new chairman, wrote to Mr Howard Johnson, the founder and chairman of the "Ho Jo" chain, saying that his board had completed its final review of the proposed merger and had unanimously agreed that "all necessary action should now be taken to complete the transaction as soon as possible".

Imperial's price in London lost 2p to 764p. There is scepticism about the deal and the price the British company is paying. In New York, however, the Howard Johnson share price recovered swiftly towards the 528 a share offered by Imperial. There had been fears that Imperial

might at least try to negotiate new, lower terms even if it decided against pulling out of the deal.

Grand Metropolitan raised its cash tender offer from \$415m (£180m), or \$50 a share, to \$570, or \$69 a share, and Standard Brands, another United States consumer product drinks and food group with which Liggett planned to merge, lost no time in quitting the contest.

Standard emerged as a White Knight to the rescue of Liggett from Grand Met a week ago. The boards of the two groups then agreed for Standard to make a cash tender of \$65 a share for Liggett's common stock, but only for 45 per cent of it.

Mr F. Ross Johnson, chairman of Standard Brands, congratulated Grand Met "on the apparent purchase of a fine American enterprise".

Liggett had fought Grand Met through the courts of Delaware, New Jersey and North Carolina in efforts to stall its offer, and in pursuit of a policy of selling assets, sold its Austin Nichols drinks division to the French business, Pernod Ricard.

Grand Met refused to be deterred, however, from its object of safeguarding United States outlets for its J and B whisky, the best selling Scotch whisky in America.

Financial Editor, page 21

## Output at BSC 20 pc below norm

By Peter Hall  
Industrial Editor

British Steel claimed last night that the recovery it has made after the damaging 13 week strike had been better than expected.

Last month's first full month of production since the strike was resolved — total United Kingdom steel production averaged 247,100 tonnes a week. This includes production at BSC and companies represented by the British Independent Steel Producers' Association.

However, because of the strike, weekly average output was well down on the output achieved in April last year of 464,800 tonnes.

The stoppage also affected some private sector steel plants in the first three months of this year.

Production at BSC plants returned to normal working early last month but, by the end of April, the BSC said its production was running at more than 80 per cent of the pre-strike level.

During the third week of April the Llanwstyn Major works in south Wales, which with the Port Talbot plant is faced with substantial labour cutbacks later this year — greatly increased its deliveries of sheet and coil to customers.

In the House of Commons last night the Government introduced its plans for lifting BSC's borrowing limit by £750m to £5,500m.

This is seen as the first step towards the eventual reconstruction of the corporation's balance sheet.

## Fed chairman expects faster money growth

From Frank Vogl  
Washington, May 15

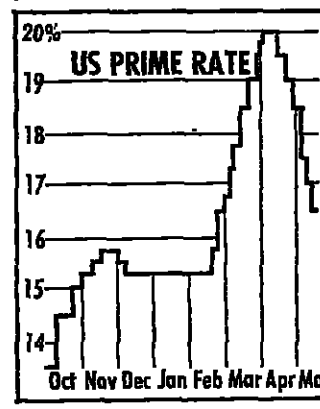
Mr Paul Volcker, the chairman of the Federal Reserve Board, said today that he expects a faster rate of money supply growth, stressing that the sharp fall in the money stock in April was partly due to the annual tax collections by the internal revenue service.

He said that he would expect the money supply growth rate "to move higher in time," but he cautioned that it is most difficult for the Fed to hit exactly its money stock growth target rates month by month. "I do not want to attach too much significance to any one month," Mr Volcker added.

Bankers Trust in New York and several other prominent banks today cut their prime rate to 16½ per cent from 17½ per cent. Morgan Guaranty was the first bank to go to 16½ per cent earlier this week.

Mr Volcker and Mr Anthony Solomon, the president of the New York Fed, have gone to considerable lengths in speeches in the last two days to indicate that the Fed is determined to attain its declared annual growth targets for the money supply which are below the growth levels seen in 1979.

At the same time they have stressed that it would not be inconsistent with this aim if there was some easing in credit restrictions and some increase soon in the money stock.



Mr Volcker's money supply comments were made at a congressional hearing today after a speech yesterday in which he declared that the time might be approaching when some of the mid-March consumer credit restrictions could be eased.

He said he did not want to leave the impression that the Fed favours credit allocation in any form, but he believes that there is a chance that prolonging the life of the special measures could be counterproductive.

Mr Solomon observed earlier this week in New Jersey that the Fed must withstand pressures to switch to an overly expansive posture.

"The Federal Reserve should be careful to maintain not only the substance of monetary discipline, but the public's perception of that discipline until the inflation psychology is eradicated," he said.

## Alfa Romeo venture with Nissan approved

Rome, May 15.—The executive committee of IRI, Italy's state industrial holding company, has approved a restructuring plan for Alfa Romeo, the state-owned car manufacturer. This essentially endorses the proposed joint venture between Alfa Romeo and the Nissan Motor Company of Japan.

Approval of the plan could prove to be the first critical test for Italy's new governing coalition of Christian Democrats and Socialists, the first such government in six years.

With the go-ahead from IRI, the venture must be approved by the Italian government and parliament before finally coming into effect. Signor Gianni De Michelis, the Italian industry minister, and the first socialist to hold the portfolio, has said publicly that he would support the proposed joint venture if IRI approved it and would resign if the government did not endorse IRI's decision.

Signor Clemente Mastella, the Christian Democratic deputy and secretary of the parliamentary committee on state industry, yesterday called for a hearing with Fiat, Italy's largest car maker, to evaluate and compare its proposals for Alfa's recovery with those of Nissan.

The request, which was put to Signor Francesco Principe, the committee's socialist chairman, urged the government to investigate the issue thoroughly and to resist pressure for a quick decision.

Fiat has strongly opposed any deal between Alfa and Nissan on the grounds that it would open the Italian and European Community car markets to fresh penetration by highly competitive Japanese producers.

Alfa management, for its part, has repeatedly claimed in the past that no other proposal offers advantages equal to those of the Nissan plan. Therefore, observers say, unless Fiat alters the terms of its offer significantly, the road will be clear for the Alfa-Nissan venture.

The plan approved by IRI, Alfa's parent company, aims at returning Alfa Romeo to profitability within the next 10 years, and includes provisions that would allow Alfa collaboration with foreign car companies, which implicitly sanctions the Alfa-Nissan venture.

Moreover, the IRI plan outlines in detail terms of the type of joint venture needed for Alfa's recovery which correspond to the terms of the proposed Alfa-Nissan plan. AP, Dou Jones.

## False labels on Chinese textiles, union claims

By Derek Harris  
Commercial Editor

Chinese made garments like shirts and blouses are being falsely labelled as made in Hongkong, bringing another blow to the textile threat to Britain's garment makers.

The National Union of Tailors and Garment Workers (NUTGW), worried over rising British redundancies and short-time working, are so incensed by the Chinese action that they have appealed for action from Sir Murray MacLehose, governor of Hongkong.

There is increasing evidence of false labelling of goods being used to avoid quotas on Chinese textiles, according to the NUTGW. Hongkong textile houses are also involved in the trade, it is claimed.

This is why Mr Alec Smith, the secretary of the NUTGW, has written to the governor of Hongkong asking for an urgent inquiry into the extent of false labelling of garments.

Fears about the extent of false labelling of Chinese goods emerged earlier this year when the NUTGW warned the British Government and the Hongkong authorities that reports were coming in of jeans made in China and labelled as coming from Hongkong, being exported to the United States.

Since then Hongkong garment makers have been fined in the colony for falsely declaring that Chinese-made blouses originated in Hongkong.

"It looks as if we are seeing the tip of an iceberg," Mr Smith said. "This fraudulent trade is a contributory factor in the decline of the clothing industry in the developed world."

Some 15,000 jobs have been lost in the British clothing industry since the start of the present recession and a further 15,000 workers are at present on short-time, Mr Smith said.

The Department of Trade has taken the view that even if false labelling of Chinese goods escapes restrictions on Chinese imports they are still caught by restrictions on Hongkong imports.

The NUTGW agrees with this but argues that there is still an effect on the British industry because the Chinese goods are made more cheaply than those in Hongkong.

Genuine Hongkong goods have been rising in price, reducing their competitiveness in the British market, but the Chinese goods widen the competition gap again, the NUTGW says.

False labelling could pose a problem for the Hongkong government because of doubt thrown on the reputation of the colony's certificates of origin, Mr Smith says.

It could add strength to those arguing for harsher restrictions on textile imports, although the NUTGW has no such arguments as "unrealistic," he added.

The Hongkong government had earlier argued that it has been increasingly vigilant in policing false labelling practices. It has made increasingly good commercial sense for joint ventures between Hongkong companies and China to be set up under which machinery and expertise is supplied to China on goods that can be manufactured there at much reduced labour cost.

Last year women's and girls' dresses made in China were landed in Britain at an average £1.53 each compared with £1.53 for similar goods from Hongkong and £1.39 for dresses originating in India, according to the NUTGW.

## Tightening of ship safety rules expected

By Michael Bailey  
Shipping Correspondent

Tighter measures against substandard ships are expected, after a series of top-level meetings between maritime interests and senior ministers in Brussels and various West European states.

The aim is to get Europe to follow the United States and Japan in taking firm action against substandard ships which call at its ports to collect or deliver cargo. Standard practice worldwide until recently has been to leave it to individual states to enforce safety standards on ships flying their flag.

Despite recent efforts to improve matters, some of these flags, notably the flags of convenience, are recognised to be unable or unwilling to enforce standards acceptable elsewhere.

Shipping leaders have hesitated so far to encourage "port states" to act against visiting ships for fear that this kind of ad hoc policing could get out of control. Now these and other leaders, along with governments and see Intergovernmental Maritime Consultative Organisation, the United Nations maritime arm, accept this is the way to raise standards quickly.

## Pension funds seek full time director-general

By Ronald Pullen

A full-time, paid director general is to be appointed by the National Association of Pension Funds (NAPF) for the first time in its 50-year history.

The move is intended to provide the association with a much stronger voice to represent the interests of its 2,100 members in future discussions within City and government circles now that the spotlight has been turned on the activities of the £40,000m pension fund movement.

It is no coincidence either that the appointment has been announced just ahead of the Wilson Committee report on the workings of the financial system. The committee, which is expected to publish its findings next month, has focussed much of its attention on the power and apparent lack of accountability of the pension funds.

Pension fund leaders have become increasingly concerned

about the possibility of some state direction of institutional investment. Although this has been rejected by the Conservatives in office, a minority report from the committee is expected to recommend that up to 10 per cent of institutions' annual £3,500m cash flow should be diverted to help finance a National Investment Bank.

There are no immediate candidates for the job, which was announced yesterday by Mr Michael Pich, chairman of the NAPF, at the opening of the association's annual conference in Brighton.

The salary is likely to be up to £40,000, to reflect the status the association attaches to the job. The WAPF decision contrasts strongly with the Building Societies Association, which has often discussed the need for a full-time director general but has chosen to remain with a part-time chairman to lead the movement.

Delegates to the conference will today discuss two important papers from the NAPF council. Both are aimed at improving self-regulation of pension funds, where legislation is patchy, to head off the threat of statutory regulation.

The first proposal is for a code of practice to provide pension fund members with a higher and more uniform standard of information about occupational pension schemes. The code covers statutory requirements and sets down further information which it regards as a "minimum" standard for all schemes.

The code suggests ways of simplifying and improving information to members of pension funds, especially on the problems involved in leaving a scheme before retirement. A "desirable minimum" is that members should receive an annual trustee report covering the audited accounts, details of

investments and an actuarial report.

The second paper, which has been put forward as a discussion document only because of its more controversial nature, deals with the participation of members in the operation of pension funds. Recognising the difficulties of increased participation, the NAPF council nevertheless argues that it would improve employee relations and promote a better understanding of the workings of pension schemes.

Such proposals fall a long way short of the kind of reforms pension fund critics have been calling for. In particular pension fund accounting is widely regarded as inadequate with no requirement for funds to present annual audited reports.

There is concern also about the practice of pension funds investing too heavily in company shares of their own company and in some cases lending directly to the company.

## New mood after furious battle to stay independent Bowring tees up for takeover

One of the world's biggest insurance brokers, Marsh & McLennan, could soon be nestled between London Provident United and Minet Holdings in the morning paper stockmarket quotations to the thinly designed chagrin of some traditionalists in the London insurance market.

It seems certain that the group will succeed in its £240m takeover bid for C. T. Bowring. Then about 24 per cent of the American group's equity will fall into British hands.

As if to avoid looking too much like the cuckoo in the insurance nest, Marsh plans to split its heavyweight 556 shares in two and offer British investors bearer depositary receipts representing one-tenth of the value of each Marsh ordinary.

That should provide a more manageable price of around 150p, a Marsh executive said yesterday, presumably more in hope than in certainty; 150p would equal a New York price of something like \$68.

But Marsh is putting on an impressive show in tying up loose ends, after winning support for its bid from the British group's directors.

Mr John Regan chairman of Marsh had breakfast with stockbrokers in London on Wednesday and yesterday he treated shareholders of Bowring to a talk and slideshow aimed at proving the merits of sticking with the combined group.



Mr John Regan: treated shareholders to slideshow.

Lunch, though, was taken with one eye on the clock as the Bowring directors at least had other important business to attend to. Keeping the spirit, if not the corporate body, of the British insurance broker alive, the Bowring men were off to Highgate Golf Club for their annual Stableford tournament.

One Bowring executive said somewhat sheepishly: "We have got to get as many games in as possible before Jack [Regan] takes over. He does not play you see."

In Britain, where brokers claim to do a lot of their dealing from tee to green, that could sound like a black mark against Mr Regan. But as the Bowring man added: "There aren't many golf courses in Manhattan."

Richard Allen

## AUTOMOTIVE PRODUCTS LIMITED

Year ended 28th December	1979	1978	1977
Turnover	£000's 196,699	£000's 179,425	£000's 159,844
Profit before tax	12,633	15,131	13,598
Profit after tax	14,362	13,306	6,258
Total dividend (paid and proposed)	3,1778p	1,52085p	1,36195p

\* The appalling weather and the transport drivers' strike affected trading in the first quarter, but the prolonged AUEW strike in August was still more damaging resulting in a loss of profit to the group in excess of £3 million.

\* Whilst domestic original equipment sales increased by only 3.2%, exports to the E.E.C. rose by a substantial 37% and total exports by 30.5%.

\* Total turnover of the replacement parts and distribution divisions increased by 13%, good export growth being offset by relatively flat sales in the home market.

\* A brand new factory is under construction for the filter division, representing an investment of approximately £15 million.

\* No one questions that 1980 poses daunting problems and the achievements of continued real growth by the AP Group will demand a high and sustained effort by the entire workforce.

John T. Panks — Chairman.

Annual General Meeting: 12th June — Grosvenor House Hotel, London.

LEAMINGTON SPA: WARWICKSHIRE

Manufacturers of LOCKHEED BRAKES, BORG & BECK CLUTCHES, LOCKHEED STEERING & SUSPENSION, AP FILTERS, AP SILENCERS, AP AUTOMATIC TRANSMISSIONS, AP PRECISION HYDRAULICS, AP FRICTION MATERIALS, AP PRESSINGS, AP RUBBERS AND AP SPRINGS.

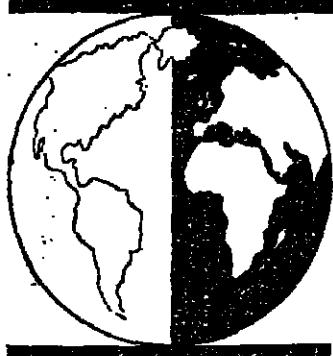
### PRICE CHANGES

Commodity	Unit	Price
plum Hids	5p to 70p	
straw Hids	8p to 157p	
beans	3p to 44p	
Ampton Gold	15p to 393p	
St Lloyd	17p to 239p	
IC Gas	8p to 842p	
Lasmo	12p to 659p	
San Alliance	18p to 579p	
Ticor	8p to 360p	
Yack Trailer	2p to 22p	

### THE POUND

buys	sell	Bank
banks:	\$2.02	\$2.02
Australia \$	2.08	11.22
Switzerland Sfr	20.50	22.75
Denmark Kr	63.75	66.25
Finland Mk	8.80	9.25
France F	9.86	10.00
Germany DM	4.27	16.75
Italy Lira	98.50	157.75
Japan Yen	11.45	9.55
Norway Kr	13.21	9.95
Sweden Kr	8.80	3.97
Switzerland Sfr	2.25	2.34
Denmark Kr	13.21	43.75
Finland Mk	8.80	45.75
France F	9.86	
Germany DM	4.27	
Italy Lira	98.50	
Japan Yen	11.45	
Norway Kr	13.21	
Sweden Kr	8.80	
Switzerland Sfr	2.25	
Denmark Kr	13.21	
Finland Mk	8.80	
France F	9.86	
Germany DM	4.27	
Italy Lira	98.50	
Japan Yen	11.45	
Norway Kr	13.21	
Sweden Kr	8.80	
Switzerland Sfr	2.25	
Denmark Kr	13.21	
Finland Mk	8.80	
France F	9.86	
Germany DM	4.27	
Italy Lira	98.50	
Japan Yen	11.45	
Norway Kr	13.21	
Sweden Kr	8.80	
Switzerland Sfr	2.25	
Denmark Kr	13.21	
Finland Mk	8.80	
France F	9.86	
Germany DM	4.27	
Italy Lira	98.50	
Japan Yen	11.45	
Norway Kr	13.21	
Sweden Kr	8.80	
Switzerland Sfr	2.25	
Denmark Kr	13.21	
Finland Mk	8.80	
France F	9.86	
Germany DM	4.27	
Italy Lira	98.50	
Japan Yen	11.45	
Norway Kr	13.21	
Sweden Kr	8.80	
Switzerland Sfr	2.25	
Denmark Kr	13.21	
Finland Mk	8.80	
France F	9.86	
Germany DM	4.27	
Italy Lira	98.50	
Japan Yen	11.45	
Norway Kr	13.21	
Sweden Kr	8.80	
Switzerland Sfr	2.25	
Denmark Kr	13.21	
Finland Mk	8.80	
France F	9.86	
Germany DM	4.27	
Italy Lira	98.50	
Japan Yen	11.45	
Norway Kr	13.21	
Sweden Kr	8.80	
Switzerland Sfr	2.25	
Denmark Kr	13.21	
Finland Mk	8.80	
France F	9.86	
Germany DM	4.27	
Italy Lira	98.50	
Japan Yen	11.45	
Norway Kr	13.21	
Sweden Kr	8.80	
Switzerland Sfr	2.25	
Denmark Kr	13.21	
Finland Mk	8.80	
France F	9.86	
Germany DM	4.27	
Italy Lira	98.50	
Japan Yen	11.45	
Norway Kr	13.21	
Sweden Kr	8.80	
Switzerland Sfr	2.25	
Denmark Kr	13.21	
Finland Mk	8.80	
France F	9.86	
Germany DM	4.27	
Italy Lira	98.50	
Japan Yen	11.45	
Norway Kr	13.21	
Sweden Kr	8.80	
Switzerland Sfr	2.25	
Denmark Kr	13.21	
Finland Mk	8.80	
France F	9.86	
Germany DM	4.27	
Italy Lira	98.50	
Japan Yen	11.45	
Norway Kr	13.21	
Sweden Kr	8.80	
Switzerland Sfr	2.25	
Denmark Kr	13.21	
Finland Mk	8.80	
France F	9.86	
Germany DM	4.27	
Italy Lira	98.50	
Japan Yen	11.45	
Norway Kr	13.21	
Sweden Kr	8.80	
Switzerland Sfr	2.25	
Denmark Kr	13.21	
Finland Mk	8.80	
France F	9.86	
Germany DM	4.27	
Italy Lira	98.50	
Japan Yen	11.45	
Norway Kr	13.21	
Sweden Kr	8.80	
Switzerland Sfr	2.25	
Denmark Kr	13.21	
Finland Mk	8.80	
France F	9.86	
Germany DM	4.27	
Italy Lira	98.50	
Japan Yen	11.45	
Norway Kr	13.21	
Sweden Kr	8.80	
Switzerland Sfr	2.25	
Denmark Kr	13.21	
Finland Mk	8.80	
France F	9.86	
Germany DM	4.27	
Italy Lira	98.50	
Japan Yen	11.45	
Norway Kr	13.21	
Sweden Kr	8.80	
Switzerland Sfr	2.25	
Denmark Kr	13.21	
Finland Mk	8.80	
France F	9.86	
Germany DM	4.27	
Italy Lira	98.50	
Japan Yen	11.45	
Norway Kr	13.21	
Sweden Kr	8.80	
Switzerland Sfr	2.25	
Denmark Kr	13.21	
Finland Mk	8.80	
France F	9.86	
Germany DM	4.27	
Italy Lira	98.50	
Japan Yen	11.45	
Norway Kr	13.21	
Sweden Kr	8.80	
Switzerland Sfr	2.25	
Denmark Kr	13.21	
Finland Mk	8.80	
France F	9.86	
Germany DM	4.27	
Italy Lira	98.50	
Japan Yen	11.45	
Norway Kr	13.21	
Sweden Kr	8.80	
Switzerland Sfr	2.25	
Denmark Kr	13.21	
Finland Mk	8.80	
France F	9.86	
Germany DM	4.27	
Italy Lira	98.50	
Japan Yen	11.45	
Norway Kr	13.21	
Sweden Kr	8.80	
Switzerland Sfr	2.25	
Denmark Kr	13.21	
Finland Mk	8.80	
France F	9.86	
Germany DM	4.27	
Italy Lira	98.50	
Japan Yen	11.45	
Norway Kr	13.21	
Sweden Kr	8.80	
Switzerland Sfr	2.25	
Denmark Kr	13.21	
Finland Mk	8.80	
France F	9.86	
Germany DM	4.27	
Italy Lira	98.50	
Japan Yen	11.45	
Norway Kr	13.21	
Sweden Kr	8.80	
Switzerland Sfr	2.25	
Denmark Kr	13.21	
Finland Mk	8.80	
France F	9.86	
Germany DM	4.27	
Italy Lira	98.50	
Japan Yen	11.45	
Norway Kr	13.21	
Sweden Kr	8.80	
Switzerland Sfr	2.25	
Denmark Kr	13.21	
Finland Mk	8.80	
France F	9.86	
Germany DM	4.27	
Italy Lira	98.50	
Japan Yen	11.45	
Norway Kr	13.21	
Sweden Kr	8.80	
Switzerland Sfr	2.25	
Denmark Kr	13.21	
Finland Mk	8.80	
France F	9.86	
Germany DM	4.27	
Italy Lira	98.50	
Japan Yen	11.45	
Norway Kr	13.21	
Sweden Kr	8.80	
Switzerland Sfr	2.25	
Denmark Kr	13.21	
Finland Mk	8.80	
France F	9.86	
Germany DM	4.27	
Italy Lira	98.50	
Japan Yen	11.45	
Norway Kr	13.21	
Sweden Kr	8.80	
Switzerland Sfr	2.25	
Denmark Kr	13.21	
Finland Mk	8.80	
France F	9.86	
Germany DM	4.27	
Italy Lira	98.50	
Japan Yen	11.45	
Norway Kr	13.21	
Sweden Kr	8.80	
Switzerland Sfr	2.25	
Denmark Kr	13.21	
Finland Mk	8.80	
France F	9.86	
Germany DM	4.27	
Italy Lira	98.50	
Japan Yen	11.45	
Norway Kr	13.21	
Sweden Kr	8.80	
Switzerland Sfr	2.25	
Denmark Kr	13.21	
Finland Mk	8.80	
France F	9.86	
Germany DM	4.27	
Italy Lira	98.50	
Japan Yen	11.45	
Norway Kr	13.21	
Sweden Kr	8.80	
Switzerland Sfr	2.25	
Denmark Kr	13.21	
Finland Mk	8.80	
France F	9.86	
Germany DM	4.27	
Italy Lira	98.50	
Japan Yen	11.45	
Norway Kr	13.21	
Sweden Kr	8.80	
Switzerland Sfr	2.25	
Denmark Kr	13.21	
Finland Mk	8.80	
France F	9.86	
Germany DM	4.27	
Italy Lira	98.50	
Japan Yen	11.45	
Norway Kr	13.21	
Sweden Kr	8.80	
Switzerland Sfr	2.25	
Denmark Kr	13.21	
Finland Mk	8.80	
France F	9.86	
Germany DM	4.27	
Italy Lira	98.50	
Japan Yen	11.45	
Norway Kr	13.21	
Sweden Kr	8.80	
Switzerland Sfr	2.25	
Denmark Kr	13.21	
Finland Mk	8.80	
France F	9.86	
Germany DM	4.27	
Italy Lira	98.50	
Japan Yen	11.45	
Norway Kr	13.21	
Sweden Kr	8.80	
Switzerland Sfr	2.25	
Denmark Kr	13.21	
Finland Mk	8.80	
France F	9.86	
Germany DM	4.27	
Italy Lira	98.50	
Japan Yen	11.45	
Norway Kr	13.21	
Sweden Kr	8.80	
Switzerland Sfr	2.25	
Denmark Kr	13.21	
Finland Mk	8.80	
France F	9.86	
Germany DM	4.27	
Italy Lira	98.50	
Japan Yen	11.45	
Norway Kr	13.21	
Sweden Kr	8.80	
Switzerland Sfr	2.25	
Denmark Kr	13.21	
Finland Mk	8.80	
France F	9.86	
Germany DM	4.27	
Italy Lira	98.50	
Japan Yen	11.45	
Norway Kr	13.21	
Sweden Kr	8.80	
Switzerland Sfr	2.25	
Denmark Kr	13.21	
Finland Mk	8.80	
France F	9.86	
Germany DM	4.27	
Italy Lira	98.50	
Japan Yen	11.45	
Norway Kr	13.21	
Sweden Kr	8.80	
Switzerland Sfr	2.25	
Denmark Kr	13.21	
Finland Mk	8.80	
France F	9.86	
Germany DM	4.27	
Italy Lira	98.50	
Japan Yen	11.45	
Norway Kr	13.21	
Sweden Kr	8.80	
Switzerland Sfr	2.25	
Denmark Kr	13.21	
Finland Mk	8.80	
France F	9.86	
Germany DM	4.27	
Italy Lira	98.50	
Japan Yen	11.45	
Norway Kr	13.21	
Sweden Kr	8.80	
Switzerland Sfr	2.25	
Denmark Kr	13.21	
Finland Mk	8.80	
France F	9.86	
Germany DM	4.27	
Italy Lira	98.50	
Japan Yen	11.45	
Norway Kr	13.21	
Sweden Kr	8.80	
Switzerland Sfr	2.25	
Denmark Kr	13.21	
Finland Mk	8.80	
France F	9.86	
Germany DM	4.27	
Italy Lira	98.50	
Japan Yen	11.45	
Norway Kr	13.21	
Sweden Kr	8.80	
Switzerland Sfr	2.25	
Denmark Kr	13.21	
Finland Mk	8.80	
France F	9.86	
Germany DM	4.27	
Italy Lira	98.50	
Japan Yen	11.45	
Norway Kr	13.21	
Sweden Kr	8.80	
Switzerland Sfr	2.25	
Denmark Kr	13.21	
Finland Mk	8.80	
France F	9.86	
Germany DM	4.27	
Italy Lira	98.50	
Japan Yen	11.45	
Norway Kr	13.21	
Sweden Kr	8.80	
Switzerland Sfr	2.25	
Denmark Kr	13.21	
Finland Mk	8.80	
France F	9.86	
Germany DM	4.27	
Italy Lira	98.50	
Japan Yen	11.45	
Norway Kr	13.21	
Sweden Kr	8.80	
Switzerland Sfr	2.25	
Denmark Kr	13.21	
Finland Mk	8.80	
France F	9.86	
Germany DM	4.27	
Italy Lira	98.50	
Japan Yen	11.45	
Norway Kr	13.21	
Sweden Kr	8.80	
Switzerland Sfr	2.25	
Denmark Kr	13.21	
Finland Mk	8.80	
France F	9.86	
Germany DM	4.27	
Italy Lira	98.50	
Japan Yen	11.45	
Norway Kr	13.21	
Sweden Kr	8.80	
Switzerland Sfr	2.25	
Denmark Kr	13.21	
Finland Mk	8.80	
France F	9.86	
Germany DM	4.27	
Italy Lira	98.50	
Japan Yen	11.45	
Norway Kr	13.21	
Sweden Kr	8.80	
Switzerland Sfr	2.25	
Denmark Kr	13.21	
Finland Mk	8.80	
France F	9.86	
Germany DM	4.27	
Italy Lira	98.50	
Japan Yen	11.45	
Norway Kr	13.21	
Sweden Kr	8.80	
Switzerland Sfr	2.25	
Denmark Kr	13.21	
Finland Mk	8.80	
France F	9.86	
Germany DM	4.27	
Italy Lira	98.50	
Japan Yen	11.45	
Norway Kr	13.21	
Sweden Kr	8.80	
Switzerland Sfr	2.25	
Denmark Kr	13.21	
Finland Mk	8.80	
France F	9.86	
Germany DM	4.27	
Italy Lira	98.50	
Japan Yen	11.45	
Norway Kr	13.21	
Sweden Kr	8.80	
Switzerland Sfr	2.25	
Denmark Kr	13.21	
Finland Mk	8.80	
France F	9.86	
Germany DM	4.27	
Italy Lira	98.50	
Japan Yen	11.45	
Norway Kr	13.21	
Sweden Kr	8.80	
Switzerland Sfr	2.25	
Denmark Kr	13.21	
Finland Mk	8.80	
France F	9.86	
Germany DM	4.27	
Italy Lira	98.50	
Japan Yen	11.45	
Norway Kr	13.21	
Sweden Kr	8.80	
Switzerland Sfr	2.25	
Denmark Kr	13.21	
Finland Mk	8.80	
France F	9.86	
Germany DM	4.27	
Italy Lira	98.50	
Japan Yen	11.45	
Norway Kr	13.21	
Sweden Kr	8.80	
Switzerland Sfr	2.25	
Denmark Kr	13.21	
Finland Mk	8.80	
France F	9.86	
Germany DM	4.27	
Italy Lira	98.50	
Japan Yen	11.45	
Norway Kr	13.21	
Sweden Kr	8.80	
Switzerland Sfr	2.25	





## Japan posts a \$2,005m trade deficit for April

Japan had a customs-cleared trade deficit of \$2,005m (about £887m) in April, widening from a \$1,075m deficit in the preceding month, the finance ministry has announced in a preliminary report issued in Tokyo.

Dollar-based exports showed an annual gain of 26.6 per cent to \$10,033m and were below March's exports of \$10,711m. Imports rose 44.7 per cent to \$12,038m and were ahead of \$11,785m in the previous month. Seasonally adjusted dollar-based exports gained 6.9 per cent in April to \$10,134m from March's adjusted \$9,490m. Imports gained 7.9 per cent to \$12,133m from \$11,241m in March.

### Need to diversify

Arab countries' financial investments need to be diversified to help insulate international banks from politics, Dr Jawad Hashim, the president of the Arab Monetary Fund has said in Abu Dhabi.

### Finnish prices rise

Finland's consumer price index was 126.7 (1977=100) in April, up 1.9 per cent from March and up 10.7 per cent from a year earlier, the Central Bureau of Statistics says in Helsinki. The rise was caused mainly by higher prices of food, clothing and travel. Inflation this year will be well over 10 per cent.

### Sweden counts cost

Sweden's new central wage pact, agreed last weekend, could add 1,000m to 1,500m crowns (£105m to £152m) to this year's trade deficit, the national institute for economic research says in Stockholm. In April the government forecast the deficit would be 7,060m crowns.

### Peak capacity

Capacity utilisation in West German manufacturing industry, at a seasonally adjusted 85.9 per cent in March, is likely to have reached its peak, according to an economic survey conducted by IFO institute for economic research in Munich.

## Mixed response over scheme to counterbalance union power

# CBI council to debate strike fund

The Confederation of British Industry's controversial strike fund proposals are due to have what Sir John Greenborough, its president, describes as a "second reading debate" next week. However there is no clear indication about what, if any, decision will result.

The 400-strong council can either reject the scheme or, more likely, having aired its feelings it can defer a decision for another month.

Preliminary soundings reveal a mixed response. Skepticism about the practicalities of such a fund being able to pay out enough to make membership worthwhile are being weighed against a desire to provide tangible evidence that employers will work together to counterbalance union power.

There are also those who will argue that the new clause limiting secondary industrial action which has been introduced in the Employment Bill after the strike fund was last discussed by the council will make the scheme unnecessary.

The counter argument to this is that the clause, even in its revised form, still leaves large gaps which could be filled by the strike fund.

The new clause is designed to

limit secondary industrial action by making illegal actions which interfere with commercial contracts, except in some circumstances. It will not, however, affect action by employees against their own employer, nor will it have much impact on unofficial strikes.

The type of scheme envisaged by the CBI's balance of power steering group, chaired by Sir Alex Jerrard of Reed International, is a mutual fund open to all private sector members.

It would pay between 50 and 75 per cent of standing charges such as factory and office overheads to member companies if they were hit by a strike.

Individual premiums would be worked out on the basis of these standing charges. Premiums would also vary, depending on a company's industrial relations record and its vulnerability to stoppages.

No payments would be made for the first seven days of a closure and the insured company would be expected to bear a proportion of the subsequent costs itself.

The fund would be owned by the insurance company which would be the property of members of the fund. The fund would be based outside Britain,

probably in Guernsey, in order to avoid legal complexities which would otherwise delay the starting date. The CBI hopes to establish the fund this autumn.

The proposals have been painstakingly formulated by the steering group working with a consortium of insurance brokers including C. T. Bowring, Gault Armstrong and Kemble, Hogg Robinson, Sedgwick Forbes Bland Payne and Willis Faber.

Detailed consultations have taken place with regional CBI council members. A survey was made of 150 industrialists from some 120 companies. It revealed that one-third wanted to know more and several said definitely they were prepared to join.

All concerned however emphasized that the plan can only succeed if it attracts a sufficient spread of strike-prone and dispute-free organizations.

Previous strike compensation schemes in the United Kingdom have been confined to specific industries which prevents the risks being spread.

The Engineering Employers' Federation has been operating a strike fund since 1923. However the finance, estimated at over £4 million, would be a drop in

the ocean in a full scale national dispute.

Newspapers and shipping companies have also run schemes with limited success. The CBI's argument for its scheme is that it would have a much better chance of success since it would operate across a spread of industries and types of company.

Supporters, however, regard its psychological impact in demonstrating management solidarity to be as important as the financial gains: the fund would boost employer morale and dispel the unions.

Critics have replied that this in turn could provoke longer strikes and generally disrupt industrial relations.

It is difficult to gauge the effect developments such as the steel strike (when employer self-help in pooling supplies certainly helped to cushion the impact) have had on attitudes since the CBI's conference endorsed the strike fund principle last November.

The council may shelve the idea until the full extent of the Government's proposals on trade union immunities are revealed in the Green Paper promised later this year.

Patricia Tisdall

## BL's record on internal disputes improves, but strikes cost £60m

By Bryan Appleyard

Working hours lost at BL because of internal disputes fell by 32 per cent last year and by a further 30 per cent in the first quarter of this year, Sir Michael Edwards, the chairman, revealed at the company's annual meeting in London yesterday.

Sir Michael also announced the appointment of Sir Austen Bide, chairman of Glaxo Holdings, as non-executive deputy chairman in succession to Mr Ian MacGregor who is joining British Steel.

Mr John Mayhew-Saunders, chairman of John Brown, is to join the BL board as a non-executive director.

Sir Michael said that the TUC's Day of Action was a further example of external pressure which the company could do without. However, only two out of 57 plants could not start production as a result.

Sir Michael, commenting on last year's trading loss of £122m before tax, said BL was "not the sole author of its misfortunes".

He pointed out that the road haulage and engineering strikes between them subtracted £60m from profits, 10 million hours from production and resulted in 70,000 lost vehicles. In addition the steel strike diverted management effort from the recovery programme.

The second problem last year was the dramatic drop in the company's competitiveness in overseas markets. Sir Michael blamed the strong pound, high inflation and high interest rates which also made the United Kingdom a highly profitable market for foreign manufacturers.

He said BL calculations showed that profit margins for French and German manufacturers exporting to the United Kingdom had doubled and those for the Japanese had quadrupled.

Last year's growth in the home market has eased off with April car registrations down to 115,000 against 162,000 last year. Abroad, margins have been reduced to the point where BL is barely covering overheads.

But within BL Sir Michael was encouraged by the plant bailor for the recovery plan, the 5 per cent wages deal and the improved industrial relations. Closures and rationalizations had been achieved with impressive speed and the new model programme was going according to plan; the new Mini Metro was on schedule for its October launch.

More collaborative ventures are being planned to follow up the Honda deal and Sir Michael

sees these as keys to the company's recovery.

He stressed that the possible change in obligations on the National Enterprise Board to report to the Government made absolutely no difference to the BL board.

On the future Sir Michael said the external factors were unfavourable so it would be impossible to judge 1980 in terms of profitability; the most critical test was whether the recovery programme could be continued within the cash flow targets.

BL is expecting its suppliers not to agree to inflationary wage settlements. The BL workforce had shown restraint and it would have a right to feel aggrieved if its competitiveness was damaged by British suppliers passing on higher prices to cover high wage settlements. He pointed out that BL could turn to overseas suppliers.

Sir Michael said all car making nations were in a contest of survival with Japan being the only exception to the pattern of cuts, losses and redundancies.

He said: "Japan is exporting its problems and unemployment along with its cars and it is a moot point how long the West will accept the resulting imbalance of trade."



Sir Michael Edwards at the Café Royal yesterday: strikes to blame for nearly half the trading loss.

## LETTERS TO THE EDITOR

# Faulty reasoning over British Airways' sale

From Professor Rigas Doganis

Sir, Your Financial Editor's comment (May 12) on government plans for the flotation of British Airways justifies the financial difficulties involved in such a flotation. The Government's reasoning is suspect on other grounds, too. Selling off shares to the public has been justified both in terms of freeing the airline from government control and in terms of reducing the public sector borrowing requirement at a time when the airline is about to embark on a major investment programme. Both of these requirements could be met without selling off part of the airline. Treasury guarantees on BA's loans could have been withdrawn without a change of ownership, with the result that BA's loans would not have figured within PSBR figures. Alternatively, one could argue that with the Government still holding a major

ity of shares after flotation, banks lending to BA will assume that their loan is effectively guaranteed even if there is no formal Treasury guarantee. Ownership appears irrelevant to BA's more fundamental problems of overmanning and comparative inefficiency in certain sectors. These problems will not be solved by selling off shares to the public.

There is an added irony in the Government's proposals. The public will be able to buy shares in the state-owned airline, yet continue to be denied direct access to the shares of the largest private sector airlines, such as British Caledonian or Laker Airways!

Yours faithfully,  
RIGAS DOGANIS,  
Director  
Transport Studies Group,  
The Polytechnic of Central  
London,  
35, Mark Lane, London  
EC3A 5LS

# Service at UK Patent Office

From the President of The Institute of Trade Mark Agents

Sir, I write in support of views expressed by the President of the Chartered Institute of Patent Agents in his letter of May 12.

Government fees for operations affecting the registration of trade marks were increased by 30 per cent (a higher percentage increase than the introduced for patents designs) on May 6. For more than six months my institute has been pressing for assurance that these subsum increases, which were assumed following a meeting with relevant minister in November to have been calculated to provide a full complement of staff at the patent office, were serve to provide a marked improvement in efficiency and productivity at the office.

Yet the Trade Marks Registry now has less staff than had in November, is 12 per cent down on the number posts authorized to deal with the current and increasing level of fee-earning work it receives and we understand, has had authority for an increase staff numbers to cope.

The Government must take steps to uphold the prestige this profitable and highly guarded arm of the trading activities of this country. KEITH HAVELOCK, President, The Institute of Trade Mark Agents, 69 Cannon Street, London EC4N 3AB.

## Government policy on overseas students

From Mr David Madel, MP for South Bedfordshire (Conservative)

Sir, May I, as a member of the House of Commons Select Committee on Education, Science and the Arts, comment on your Business Diary of May 8, in which Professor Dahrendorf, Director of the LSE, is quoted as saying that the LSE will recruit more foreign students whose fees will replace state funds withheld by the Tories to reduce the number of foreign students. Education ministers have said on many occasions that the Government's objective in requiring overseas students to pay full costs was aimed at reducing public

expenditure and not cutting down numbers. Indeed, in his evidence to the Select Committee on March 26, the Secretary of State said: "Obviously, since we are not attempting to control by quota, a university is free to recruit those overseas students that they may wish to recruit."

In fact, the action described in your paper of May 8 being taken by the LSE of recruiting as many foreign students as possible is not against government policy but very much in line with it.

Yours faithfully,  
DAVID MADEL,  
House of Commons,  
London SW1A 0AA.  
May 8.

## Paying for building society information

From Mr Martin Stevens  
Sir, With reference to Mr. Titchmarsh's letter (May 9) recently needed to know details of a client's proper insurance from the Manchester branch of the National Building Society and was informed that the information would only be released on payment of £6.50.

This sum was later reduced on protest to the "minimum fee of £1.15 although I do not see why any charge should be made for the release of information about policies which people have to pay a particularly when no account made to the premium pay for the commissions received. When provided, the information did not even state the name of the insurance company concerned. Yours faithfully, MARTIN STEVENS, 2a, Ashley Street, Salford M6 5QY.

## 'Big boys' who do not pay

From Mr J. C. R. Fieldsend

Sir, The Law Commissioners read with interest the suggestion by Mr R. E. Poole (May 8) that the problem of the "Big boys who do not pay" might be alleviated by legislation that all unpaid accounts should carry interest at bank rate after the expiry of any specified term of credit.

The Law Commission has already recommended that legislation along these lines ought to be introduced. Its proposals are to be found in

the Law Commission's Report No 88 on Interest (Cmd 7229) which was presented to Parliament by the Lord Chancellor in June, 1978. The report contains a draft Bill to implement the proposals which still awaits implementation. Yours faithfully, J. C. R. FIELDSEND, Secretary, Law Commission, Conquest House, 37-38 John Street, Theobalds Road, London WC1N 2BQ. May 9.

## Chairman's Comments at the Annual General Meeting

At the 135th annual general meeting of the Royal Insurance Company Limited held on Wednesday, 14th May, in Liverpool, the Chairman, Mr D. Meinelzhagen made the following comments additional to his statement circulated with the annual Report and Accounts.

In 1979 there was a marked downturn in the underwriting result reflecting a deterioration which affected most of the major insurance markets in the world. A contributory factor was an exceptionally high level of severe weather claims, particularly in the United States, United Kingdom and the Caribbean.

We suffered an underwriting loss in the USA, but the result, taking into account the high level of extreme weather damage, was not unsatisfactory.

In Canada, an unusually large increase in claims frequency in several major lines of business combined with the impact of continued high inflation to produce a serious underwriting loss in the territory. We have taken suitable further remedial underwriting and marketing actions. The effect of these, however, will to some extent depend upon the willingness of the rest of the market to reflect emerging experience in adequate premium rates.

In Australia, the underwriting loss increased as a result of a further deterioration in underwriting conditions, but here too additional measures have been taken to improve our underwriting performance.

On a more happy note, our operations in the United Kingdom and the Netherlands both produced underwriting profits. That for the United Kingdom was somewhat lower than in 1978, but still very creditable bearing in mind the impact of a severe winter. In the Netherlands the return to underwriting profitability was particularly gratifying.

As I said in my Statement, competition throughout the world has remained strong and in our view, irrational in some areas. In these difficult conditions we have maintained our policy of not writing business at rates which we consider to be inadequate. This, however, has not affected our policy of developing and expanding our business in those areas and in those classes where we see prospects of profitable growth.

In contrast to the underwriting deterioration it is appropriate to note the increases achieved in investment income and in the contributions from long term insurance and associated companies.

The final result, which reflects great credit on all concerned, has enabled us to recommend a further increase in our dividend whilst still retaining the business sufficient resources to support continuing growth.

## Estimated Results for the three months ended 31st March 1980

As has been pointed out previously the result of one quarter should not be taken as providing a reliable indication of the outcome for the year as a whole.

	3 months to 31 Mar. 1980	3 months to 31 Mar. 1979	Year 1979
General Insurance:			
Premiums Written	£m 320.7	£m 331.4	£m 1,225.1
Underwriting Results:			
U.S.A.	-8.0	-7.8	-8.2
Elsewhere	-3.7	-12.1	-8.3
Total	-11.7	-19.9	-16.5
Investment Income	33.6	30.7	133.0
Long term insurance profits (Note 1)	2.2	1.1	7.7
Share of Associated Companies' profit (Note 2)	1.4	0.9	7.3
Total profit before taxation	25.5	12.8	131.5
Less Taxation	10.8	3.4	56.8
Minority Interests	0.3	0.1	0.9
Balance after tax of stockholders	—	—	7.2
Long term insurance profits 1975/78	—	—	—
Net profit attributable to the Company (pence per unit)	14.4 (9.6p)	9.3 (6.2p)	81.0 (53.9p)
The operating ratios for the USA on the UK basis are:—			
Claims as % of earned premiums	74.5	76.1	68.3
Expenses as % of written premiums	30.7	28.7	32.5
Operating ratio	105.2	104.8	100.8

### Exchange Rates

In the above figures, foreign currency has been converted according to our normal practice at approximately the average rates of exchange ruling during the period.

The principal rates were:—

U.S.A.	\$2.25	\$2.01	\$2.12
Canada	\$2.62	\$2.33	\$2.49
Netherlands	Fls 4.41	Fls 4.04	Fls 4.26
Australia	\$2.04	\$1.78	\$1.90

Premiums written in the first quarter of 1980 have been depressed in sterling terms in comparison with the same period in 1979 due to movements in exchange rates. The underlying growth in premium income was about 4.5%. The effect of changes in exchange rates on the comparison of the first quarter results was to depress the profit before taxation by £1.3m; the investment income was adversely affected by £3m, whereas the underwriting result benefited by some £1.7m.

Note 1. Following the decision to change for 1980 onwards the valuation period of long term business to an annual basis, the figure of £2.2m is a quarter of the estimate of the stockholders' proportion of the long term insurance profits relating to the current year. The figure shown for 1979 is one twelfth of the stockholders' profit arising from the 1977 triennial valuation.

Note 2. The figure for the first quarter 1980 includes the contribution from Aachen and Munich which was first treated as an associated company in the 1979 results at the half year stage following the increase in our share holding to 20% earlier that year.

## Comments on the first quarter's results

These figures show that we have made a profit before taxation of £25.5m, an increase of £12.7m on the profit for the first quarter last year of £12.8m.

The overall underwriting result was a loss of £11.7m, a reduction of £8.2m on the loss of £19.9m in the same period last year when the result was so severely affected by extreme weather conditions.

In the United States there was some improvement in the personal automobile business following a reduction in claims frequency and in the property account due to the somewhat lower level of large claims and more normal weather experience. However, this improvement was more than offset by a deterioration in the workers compensation, general liability and commercial automobile lines. As a result there was a slightly increased underwriting loss of £8.0m.

In the United Kingdom we achieved a profit compared with a large loss for the first quarter of last year. There was a reduced underwriting loss in householders' business due to an absence of severe weather although claims frequency of non-weather related claims continued to rise. There was also an improvement in both the commercial property and motor accounts.

In Canada the claims frequency particularly in automobile and homeowners' business continued at a high level and produced one worsening in the result. Underwriting losses were incurred in most major lines. In the Netherlands there was an underwriting profit compared with a marginal loss at the same stage last year.

Trading conditions in Australia generally remained very difficult. Particularly adverse experience in property business, where there was an unusually high number of large losses, contributed to the increased underwriting loss.

In "Other Overseas", results slightly worsened. Investment income in the quarter rose from £30.7m to £33.6m. The increase in sterling terms of 9.2 per cent was depressed by movements in exchange rates, the underlying growth being 18.9 per cent. The overall effect of changes in exchange rates on the comparison of the first quarter results was to depress the profit before taxation by £1.3m.

The Report and Accounts were adopted and the other formal business was duly transacted. The proceedings terminated with a vote of thanks to the Directors, Management, Staff and Agents.



# Royal Insurance



BY THE FINANCIAL EDITOR

## When faced with the facts . . .

financial markets, not least the long-end of the gilt-edged market, flying in the face of the evidence? Yesterday's sterling figures may have looked sound enough, the April increase limited to 0.3 per cent to give an annualized rate of growth of 1.8 per cent for the first quarter.

The bank lending figures were no less appalling—an increase of more than 10m in sterling lending to United Kingdom residents—and today's RPI is expected to show prices advancing at an annual rate of 2.1 per cent. Indeed, the only statistics pointing to an incipient recession at the moment are the figures for M1, the narrowly defined money supply, and employment.

It is said, the City may be cautious but it is not basically unmoved: deepening recession and lower interest rates are just round the corner. Certainly, one is tempted to see the April lending figures as somewhat freakish. But I would still want to see a marked improvement for May/June before I would relish the prospect of the economy being set loose in the retail market. Ministers and markets are going to need to grit their teeth a while.

shareholders' funds, the pro forma balance sheet apparently indicates a ratio of more than 40 per cent but this will fall with Grand Met's property revaluation later this year to less than 30 per cent.

Grand Met has, then, secured its United States outlets for J and B whisky and Paddington Corporation will shortly handle Croft Port and Bailey's Original Irish Cream, formerly in Austin Nichols. Grand Met's shares slipped 3p to 121p yesterday, which seems an odd reaction.



Predictably, Lloyds and Scottish, whose chairman Mr George Duncan (above) had already warned shareholders that high interest rates adversely affect the profitability of finance houses, has reported lower interim profits, down from £12.25m to £11m but at the attributable level the fall is only 3.6 per cent because of lower taxation.

But much of that is old hat and well discounted in the market where the shares remained unchanged at 143p. Because interest rates did not move as quickly down as most observers expected profits this year could be slightly under the £27.8m made last year. What matters is what happens next, for if interest rates do not go further up profitability could be good; if they go down there would be a real bonanza.

Brokers, Laurie Millbank calculate that if next year MLR averages 15 per cent Lloyds and Scottish is set to make around £40m, implying a fully taxed p/e ratio of 8.4. After that there could be another good year even though over the two years recession could inhibit the growth of some of the business and bad debts could increase.

## Trafalgar House Peaks and troughs

Interim results from Trafalgar House are in line with expectations, with pretax profits of £18 (after stripping out a £1.32m profit on ship sales) comparing with £15.75m in the first half last year. Of the divisions, construction and housing turned in a slightly disappointing performance (profits down from £11.05m to £10.68m pretax), given that the comparable period was affected by poor weather; but thanks to a recovery in the cargo interests (with the exception of the refrigerated fruit carriers) the losses of the shipping, aviation and hotels division came down from £7m to £2.95m, before credits on ship sales.

However, with the hotels affected by the comparative dearth of tourists there is unlikely to be much further improvement here in the short term, unless the pound weakens against the dollar; and with newspapers and magazines (strong performers in the first half) likely to suffer in the second from labour troubles and a fall-off in advertising, hopes for the year rest on the long order books of the construction subsidiaries, and the erratic income of the property side.

This latter could surge if the Chiswell Street development deal goes through; but failing that Trafalgar House should still make something in the region of £48m (ex ship sales) for the year, as against £41.7m last time. On the forecast eight per cent improvement in the dividend the shares at 69p yield 10.2 per cent, and would be on the low side were the individual constituents of the p and i account rather more predictable.

I remember saying to Mr Tony Crosland when I was being "railroaded" in 1976 that this was the first time I had moved to a job where no one could do me what I was doing. That first question remains crucial. Has a nationalized industry a chance of winning?

The Nationalized Industries Chairman's Group accounts for 10 per cent of United Kingdom output and employment and about 25 per cent of industrial investment. So our success as wealth creators must be an essential component in the success of British industry as a whole.

The individual industries are very different one from another, trading in different markets and in different circumstances, sometimes even competing. But one thing they do have in common, is that the Government is their banker.

In my experience there are at least two prerequisites for a successful relationship between a nationalized industry and the Government. First, there should be complete trust between the Minister and the Board, in particular the chairman.

Personalities are of great importance. This is true of business relationships in both the public and private sector and it is particularly so with one's banker.

Secondly, there must be agreed objectives, clear, attainable and understandable. Winning should be possible for a nationalized corporation, even if the prize have not been glittering hitherto. Whatever the secrets of management success may be, they include stimulating incentives, morale and pride of achievement.

Of course, financial controls are essential. But controls are just that—controls. Like patriotism, they are not enough in any organization; they do not inspire.

Indeed, you can "end up with a waste of time and money, have lost the bloody money". However, for the moment it is critical in terms of public confidence and targets to refine the essential financial controls under which the national business sector must operate. But controls are not enough. In the regular meetings which my colleagues and I in the Nationalized Industries Chairman's Group have been having with

## Nationalized industries: the need for more financial flexibility

Sir Peter Parker, Chairman of British Rail, argues that backing winners in the public sector is as important as anywhere else

the Chancellors of the previous Government and of this. After the last meeting a joint working party was set up under the chairmanship of Mr William Ryrie, Second Permanent Secretary to the Treasury. I see this both as an endorsement of the urgent need to review our financial frameworks and an encouragement.

It would be heartening to see developing from this initiative more commercial flexibility, more elbow room for the businesslike handling of the cash we have.

It is not simply a question of asking for more. I hope the working party will look at the possibility of subdividing the public sector borrowing requirement to segregate nationalized industries borrowing from other categories of public spending and borrowing. It should also examine a more flexible operation of the system of external financing limits and a relaxation of the restrictions on our sources of finance.

Over the past 15 years or so the private capital market has demonstrated remarkable technical ingenuity in devising new forms of medium-term finance. This is in a favourable contrast to the stagnation in the commercial activities of public enterprise. We badly need the same imaginative responses in public sector financing if we are to

make the most of any public sector element in the economy. The aspiration of a public enterprise must be to earn public confidence for a separate approach on profitable investment and a loosening of restrictions on our access to finance—naturally on the basis of commercial prospects and a good track record.

So there is a need to simplify the multiplicity of financial controls that harness us. This could be emerging now in the understanding of the primacy of the medium-term financial target with one-year external financing limits (EFLs) being largely consequential in character. This could be a framework of success—delivering within the EFL.

This, in the limited short term, could help. For instance, if British Rail can live within its EFL, what is the point of the further constraint of an investment ceiling on capital expenditure? This could give a sharper focus in the short term, to other successes within the financial frameworks, which seem to get blurred in the steady drizzle of criticism about our public businesses. Let me take BR's 1979 results as a case in point.

Item: BR has bettered its financial targets set each year since 1976 under our contract with government to provide passenger services. That better-

ment amounts to a total of £147m. Put another way, BR costs the taxpayer 17 per cent less in real terms than five years ago.

Item: we have operated our freight and parcel businesses without government payment and lived within our external financial limits.

Item: we are winning back passengers. The 19,900 million passenger miles notched up in 1979 was the highest for 18 years. And in 1981 the rail network was 30 per cent larger and the car population less than half of what it is today.

It is in the perspective of the external financing limit that the results of our pay deal this year must be judged. Last month we reached a crucially important pay settlement after what one of the trade union leaders described as the toughest negotiations he had experienced. In 1979 we achieved an exceptionally tight deal on pay which in the event of rising inflation further depressed our pay rates in comparison with our competitors for labour. In restoring our balance in the market we have also made a breakthrough in specific action to streamline our operations in the freight, parcels and administration areas of our business and to improve the quality of our booming passenger services—that is where we want to recruit and

retain people (our turnover last year was 24,000).

The unions are committed to immediate progress on rationalization schemes and to continuing negotiations on changes in working practices and agreements which create great opportunities for the future expansion of rail services. It was a deal of change and a great deal of change will come through as a result, in the fulfilment of our freight development plans and in the improvement of quality. In determining the settlement our commitment to the 1980 external financing limit has been the backbone of the negotiation.

Yet our problem is that of any large corporation—reconciling short-term with long-term objectives. Railways are not a one-year activity, we are a life-time business.

There is something of a railway renaissance throughout the world as the implications of the energy crisis work through into our daily lives. In railways there is a long lead time between planning and fulfilment and that is the reality that must be reflected more sensibly in the financial control system. The sheer scale of public investment in public enterprise argues for some flexibility here.

We need to be able to take one year with another, as in fact the statute suggests; and this means, for instance, having some flexibility, possibly in some form of rollover provision to apply from year to year, possibly in the use of reserves, possibly in a wider scope to lease assets. Some adjustments would be businesslike and realistic.

My stand is nothing to do with putting a begonia bowl. I argue for a more businesslike relationship with the nationalized industries so that where they are successful, and are seen to be so, we can help success build upon success. Even minor and marginal changes will give helpful elbow room.

The government's present plans for the next four years rely heavily on improved performance by nationalized industries—an improvement of £2,700m. It is help in that proper and ambitious direction that is wanted. Backing winners in the public sector is as important as anywhere else.

## How Sweden sorts out its priorities

## Technology

Britain over the past year. Biotechnology and genetic engineering are identified as an important and rapidly developing area in which Sweden must be active.

In materials sciences, Swedish industry must continue to keep a leading position in metallurgical processes.

And so the analysis continues. Environmental technology; health care technology; and technology for agriculture and forestry, production, and for construction and building are also included in the priority areas. In each case the report assesses the country's present strengths and weaknesses and its future needs.

To implement the required work the academy urges a national industrial policy in which the private and public sectors work together in innovation is supported. Choice of technologies and of business areas lies with the companies; large governmental projects to

boost new areas of technology are not favoured.

In another report submitted last year to the Swedish Government, the National Commission for Industrial Policy argues that the main role of the state in technological development should be to contribute towards "a general competence and a general economic, social and political environment which is favourable to initiative, enterprise and creativity".

But, in certain areas, this general "environmental" help will need to be supplemented by specific actions. In particular, government orders for high-technology products and systems could stimulate new areas in the future as had happened in the past.

But the commission shares the academy's distaste for the idea of government support for specific products or processes. "Paternalism is a basic prerequisite for the major innovations, the surprises, the absolutely unplanned, the unique, to evolve."

In the view of the commission, the three technologies that are potentially most

significant for Sweden's industrial future are information technology, microelectronics and biotechnology. In these areas the required investments are so high that state support is believed to be inevitable. Energy is already the subject of a substantial R and D investment programme.

As the recent referendum on the country's nuclear power programme indicates, Sweden is increasingly seeking to involve the population at large in matters of technological choice. But such participation needs to be well-informed; thus policy analyses such as those of the IVA and the National Commission are doubly important.

"Technology needs the understanding of the people," commented Dr Gösta Lagermalm, senior policy adviser to the Swedish Board for Technical Development (which commissions nationally relevant research in industry) in Stockholm last week. "It is possible to turn social problems into new opportunities for industry, and create new employment."

Kenneth Owen

## UDS GROUP



## Results for the year ended 2nd February, 1980

	1980 £000	1979 £000
GROUP SALES (excluding VAT)	445,024	385,690
PROFIT BEFORE TAX	24,115	27,818
PROFIT AFTER TAX	18,543	20,703
EXTRAORDINARY ITEMS	17,467	9,423
ATTRIBUTABLE TO ORDINARY STOCKHOLDERS	36,010	30,126
DIVIDENDS	6.21p	5.645p
NET TANGIBLE ASSETS	196.1p	191.4p

GROUP RESULTS Profit before tax was adversely influenced by the sharp increase in VAT which gave rise to an additional charge of approximately £13 million, a significant part of which could not be recovered.

The surplus attributable to Ordinary Stockholders after taxation and Extraordinary Items rose to £36.0 million (£30.1 million).

ORDINARY DIVIDEND The Directors recommend a final dividend of 3.61p per Ordinary stock unit (3.345p) making a total dividend for the year of 6.21p as forecast (5.645p). The dividend for the year, taking into account the increased capital following the Rights Issue, represents an increase of 37.5 per cent. in the total distribution.

The Annual General Meeting will be held on Tuesday, 24th June, 1980. The final dividend will be paid on 1st August, 1980 to all Ordinary Stockholders on the Register at 20th June, 1980.

Copies of the Report and Accounts may be obtained after 30th May, 1980 from the Secretary, UDS Group Limited, Marble Arch House, Seymour Street, London W1A 2BY (01-262 7755)

RICHARD SHOPS • JOHN COLLIER • ALLDERS DEPARTMENT STORES  
OCEAN TRADING • JOHN MYERS • JOHN BLUNDELL • WILLIAM TIMPSON  
JOHN EARMER • VAN ALLAN

David Hewson

## Business News Diary: Costa del Zimbabwe • Canine capers

hile the plans of the holiday firm Cosmos, to run package holidays to China, seize the headlines, the Bromley-based company has further schemes for consolidating its position as Britain's second biggest tour operator.

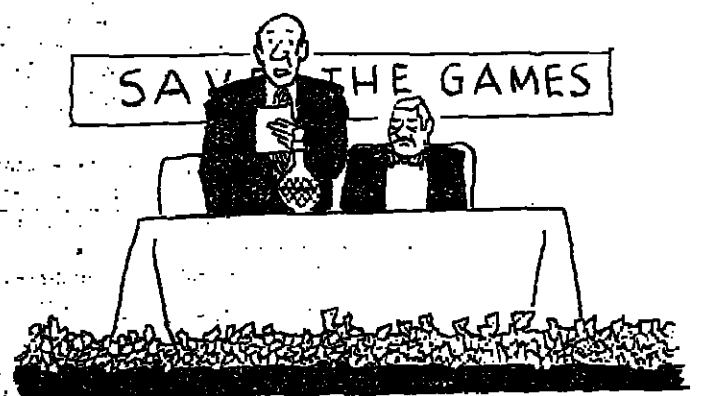
Cosmos director Stuart Gorman is just back from his reckoning to be one of the most promising tourists still unexploited in this rinking world. Should he get away, the next destination to appear in a Cosmos brochure would be Zimbabwe.

"It's the most marvellous place," Alderman told me yesterday. "We can't wait to get there. But wait they must, and for reasons which for Alderman, to mastermind the group's entry into the Far East, must be particularly galling."

They are confident that Zimbabwe will be a big attraction to British tourists and they are equally sure that expatriates in Zimbabwe, wanting to see the country, will flock to fill the planes returning to London for bringing United Kingdom tourists to Salisbury.

The problem is that air fares between the United Kingdom and Zimbabwe are zealously guarded by a watertight British Airways and Air Zimbabwe agreement. All this annoys Alderman who, as a BA general manager, came up with its successful pebble package holiday scheme—before he joined Cosmos.

"I'm very bitter about the whole thing," he confided, "yesterday's launch of the Cosmos winter brochure, 'All British Airways seem to want



Hollowood "Politics and sport must be kept separate and that is why we should encourage the Afghans to go to Moscow for the Olympic Games."

to do is to charge the highest fare possible. We've asked them to quote for a number of the routes we want to fly and when their estimates arrive they're always £100 higher than anywhere else.

"Since the merger (between BEA and BOAC) it has just become an enormous political organization."

Alderman heretofore for a former BA man, now fervently hopes that some of Sir Freddie Laker's notions will be applied to the Salisbury route. If they are not, he hints that Cosmos will simply negotiate a cheaper deal with the Zimbabwe airline, fly its tourists into Lusaka and take them over the border into Zimbabwe by coach, thereby depriving the operators of the Salisbury run of a good deal of potential custom.

What is more, I think he means it.

Fellow haters of this planet's four-legged tail-wagging population will be gratified to learn that the Germans have come up with a solution to the canine race's most offensive manifestation of its presence.

Kartoonfabrik Anweiler, a family-owned packaging company situated near Pirmasens in the state of Rhineland Palatinate, is setting up vending machines up and down the country aimed at ridding the streets of doggy do.

The canine aftercare kit costs 12 pence, hardly a high price to pay for the knowledge that one's brogues may step safely, and the company has installed between 70 and 80 machines over the past 18 months.

One problem did arise for the Business Diary correspondent who, overcome by this wondrous invention, paid his 12p and did the honours for his

own Fido. After carefully carrying out the instructions on the bag and bagging his first quarry in the stout paper bag provided, he was somewhat perplexed to find that there was nowhere to deposit the offending parcel.

Another little wheel of fate is turning in Africa. Jonathan Wallace, publisher of the successful Middle East Economic Digest, and grandson of journalist and thriller writer Edgar Wallace, founder of the Rand Daily Mail, this week launches a new sister magazine to MEED, the Africa Economic Digest.

Wallace says that the magazine's aim is to "compress into one weekly journal the business and economic developments of the Africa continent to assist businessmen in both Africa and outside."

AED is edited by Peter Robbs, an old Africa hand, with a staff of seven writers in London, and 18 stringers across the no longer so dark continent, most of whom are Africans. The coverage in the first 32-page number includes an interview with Robert Mugabe and features on the economy of Zimbabwe, the OAU's economic strategy, and cocoa prices. There is a news roundup country by country.

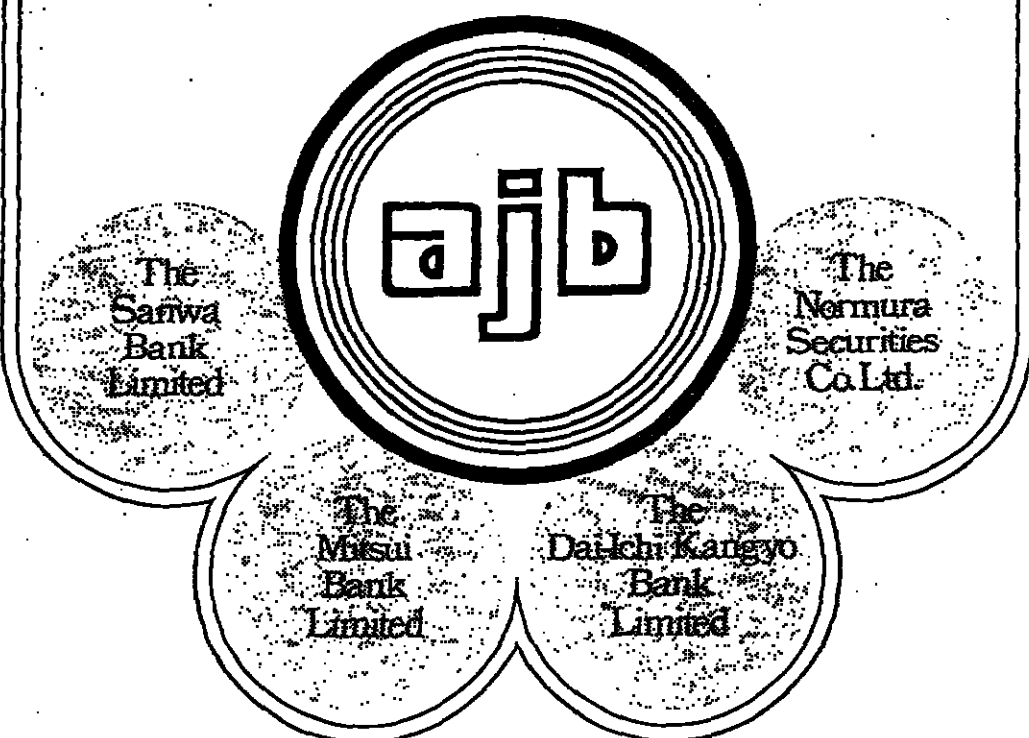
With an annual subscription in the United Kingdom of £110, Wallace expects that most buyers will be companies, as is the case with MEED, £60 a year and 1,200 subscriptions by the end of the year and has 800 already. The eventual circulation is expected to be about 5,000. Launch costs in the current financial year will be £272,000.



## Associated Japanese Bank (International) Limited

Extract from Audited Accounts

	29th Feb. 1980	28th Feb. 1979
Share Capital	10,000	7,000
Retained Profit	6,521	5,480
Subordinated Loans (£ equivalent)	10,010	12,353
Deposits	425,555	423,473
Loans	236,685	240,388
Total Assets	465,401	458,622
Profit before Taxation	3,454	3,612
Profit after Taxation	1,475	1,621



An International Consortium Bank  
(Shareholders' aggregate assets well exceeding U.S.\$180,000 million)  
Associated Japanese Bank (International) Limited  
29-30 Cornhill, London EC3V 3QA  
Tel: 01-623 5661, Telex: 883661

## FINANCIAL NEWS

### Stock markets

## Equities dip as profit-takers move in

Profit-taking among oils spoiled what had been a confident start by the remainder of the market yesterday. Prices had been mostly firm at the start of the session with dealers hoping for further benefit from the hectic trading in oils. However, the speculators in oil had other ideas with most taking the view that they had reaped enough from their efforts. As a result, recent gains soon began to diminish and this rapidly spread throughout the rest of equities. Nevertheless, jobbers were able to report continued active two-way trade in oils, with some buyers still in evidence. The story for the rest of the market was not so rosy with buying gradually drying up.

So, after starting the day 0.8 up, the FT Index closed 2.2 down at 437.8. In gilts, the story was again one of consolidation following further bearish news. Prices had fluctuated between narrow levels for most of the day, but one or two large orders managed to shake off the gloom surrounding the latest banking figures. Most observers had been expecting a figure of around £1 billion, so the £1.55 billion came as quite a shock in some quarters. But the general tone remained firm, and showed little sign of bucking even after the Prime Minister had reiterated the Government's decision not to reduce MLR in the near future.

In the event, longs closed mostly at their high levels, while at the shorter end, falls of between 1/4 and 1/2 were reported. ICI continued to hold the limelight among leading industrial shares, helped by its oil interests ahead of first-quarter figures next week. But profit-taking left the price 6p off at 385p. Dunlop again attracted far Eastern buying, although the figure of 250,000 shares was a lot lower than the previous

day's figure of 3 million. As a result, the price closed unchanged at 70p. Interim figures from Trafalgar House were well received and the shares firmed 1p to 69 1/2p. Fisons also made progress, rising 2p to 289p, but Unilever dipped 3p to 410p, along with Beecham 1p at 115p.

Despite profit-taking in oils, institutional activity continued to keep the sector bubbling. BP fell 10p to 344p in majors, following the gas find in the North Sea earlier in the week. Shell in the same boat stratified 6p to 378p but Ultramar held firm at 326p. Others to lose ground included Attock, 2p to 266p, Siebens 23p to 923p, after 890p, Tricentral 8p to 360p, Lasmo 12p to 656p, Berkeley Exp 6p to 200p and KCA Int 3p to 901p. But Century Oils bucked the trend, up 8p to 157p, along with Clyde Pet 10p better at 580p and British-Borneo 2p to 306p. Profit-taking also saw some of the oil-related shares run for cover, with I.C. Gas 8p off at 842p and Cawoods 12p lower at 198p, while Carless Capel held steady at 164p. Shares of Home Farms made their debut yesterday at an issue price of 55p. They were well received and, after some active trading, closed at 74p, after reaching 78p.

A strong list of companies reporting kept dealers on their toes with a note of mention for Holt Lloyd Int, which leapt 17p

to 239p following increased profits and a free share hand-out. Full-year figures from European Ferries were also well received, giving the shares a 3p fillip at 130p. Others to receive favourable mention were Kwik-Fit 2 1/2p to 58 1/2p and in banks Cater Ryder 2p to 339p.

In electricals, speculative attention was directed at Currys 7p higher at 176p amid suggestions of a bid from Comet Radiovision, unchanged at 93p. But any idea of a link-up was quickly scotched by Mr Michael Hollingbery, chairman of Comet, who said the company was unlikely to be taken over.

Elsewhere on the takeover front, Grand Met slid 3p to 121p on news of its increased offer for Liggett with Imos shedding 2p to 76p on deciding to proceed with its bid for Howard & Johnson. George Ewer advanced 1p to 51p after receiving terms from T. Cowie,

unchanged at 40p. But British Sugar shed 8p to 188p after suggestions that the bid from S. & W. Beristford, 5p off at 136p, was bound to founder.

Speculative support also helped STC 8p higher at 302p, Neil Shares in Berec Group, the buttermaker, have moved mainly on takeover rumours in recent months. But results due today could change that. Profits are likely to be better than current market expectations of around £16m despite the appalling first half, and further recovery is likely in 1980. The shares are 107p.

& Spencer 3p to 111p. Reo Stakle 3p to 43p and Royal Worcester 4p to 246p. Oil interests also spurred Nat. Carbs. 3p to 117p and A. Caird 10p to 150p. The recent improvement in profits and the scrip issue saw

United Scientific claim another 12p at 515p as fears that Arrx Chemicals would fail to meet its forecast, saw the shares 8p to 76p. However, Alpi Holdings staged a recovery after recent weakness, rising 6p to 70p.

In insurances, the first quarter figures from Genacc Accident failed to match expectations with the shares 4p to 242p. This, in turn hit Sun Alliance 18p to 57p Commercial Union 3p to 12p and Royal Insurance 12p to 333p. Equity turnover on May was £133.654m (13,172 b gains). Active stocks yesterday according to the Exchange Table, were Lasmo, Kf International, Premier, B Tricentral, Hambro Life Assurance, R.T.Z., Bass Charrington Consolidated, Gold Field, Christies International, GE House of Fraser and ICI.

### Latest results

Company	Sales £m	Profits £m	Earnings per share	Div pence	Pay date	Year's total
Int of Fin	21.5(19.5)	0.25(0.87)	—	1.21(1.21)	10/7	—
Assos Paper Inds (I)	2.8(1.9)	0.21(0.25)	5.3(2.5)	1.25(1.25)	6/8	—
Bagginridge Brick (I)	1.59(0.82)	22.8(11.1)	—	6.25(7.17)	—	9.5(10.9)
Brit-Borneo Pet (F)	1.7(3.1)	0.63(0.11)	36.9(4.5)	nil(2.0)	—	—
Carlisle Northrop (F)	63.7(2.58)	6.27(2.58)	10.1(5.2)	1.7(0.62)	—	3.18(1.6)
Cater Ryder (F)	—	0.28(1.57)	—	16.7(14.7)	3/7	21.0(18.9)
Dorakunde Rbr (F)	—	0.04(0.02)	4.0(2.7)	2.0(—)	—	2.75(2.5)
European Ferries (F)	171(152)	27.0(25.9)	23.2(22.7)	3.0(1.98)	—	4.5(3.0)
Foster Bros (F)	89.8(67.8)	10.7(9.7)	12.9(12.6)	2.18(2.4)	15/7	—
J. Foster (F)	14.16(15.74)	0.22(0.88)	1.51(12.6)	0.51(1.5)	9/7	2.00(2.5)
John Folkes (F)	74.4(67.5)	3.88(3.30)	—	1.26(1.0)	7/8	1.75(1.5)
Gen Accident (Q)	—	13.3(5.5)	—	—	—	—
Holt Lloyd (F)	50.0(35.1)	5.03(3.51)	30.94(18.22)	5.0(4.25)	31/7	9.5(7.75)
Real & Son Bldgs (F)	11.31(12.8)	0.19(0.49)	—	—	—	5.0(2.39)
Bunting Assoc (F)	124.0(108.0)	6.3(5.9)	—	2.51(3.9)	—	104.5
Indat & Gen Int (F)	11.8(9.6)	6.61(4.77)	2.74(2.21)	1.85(1.45)	20/6	2.75(2.15)
Kwik-Fit (F)	15.8(11.5)	2.0(1.14)	8.75(7.6)	0.7(0.52)	—	1.34(0.92)
W. Leach (F)	51.6(31.3)	3.02(2.34)	17.33(13.26)	3.31(—)	20/7	—(6.61)
Lee Cooper (F)	69.5(56.8)	9.2(6.3)	41.9(27.7)	2.25(1.4)	7/7	3.65(2.22)
Lloyds & Scottish (I)	—	11.0(12.2)	5.22(5.43)	1.67(1.87)	1/8	—
Newman Indst (F)	70.23(70.800)	378.6(220)	7.2(16.5)	0.9(—)	—	—
Prince of Wis Htl (F)	5.39(4.2)	0.47(0.5)	12.28(10.06)	0.9(0.68)	18/7	1.71(1.14)
Utd Engineering (F)	13.4(19.9)	2.31(5.1)	10.1(7.7)	2.3(—)	10/7	3.6(2.43)
Warner Estate (I)	3.38(2.6)	0.75(0.55)	3.15(1.6)	3.0(1.6)	2/7	—
Whitbread Invest (F)	—	3.4(3.0)	5.67(4.6)	3.52(2.90)	—	5.5(4.5)
York Trailer (Q)	11.31(8.54)	0.19(0.08)	—	—	—	—

Dividends in this table are shown net of tax on pence per share. Elsewhere in Business News dividend are shown on a gross basis. To establish gross multiply net dividend by 1.42. Profits are shown pre-tax and earnings are net. \* Excludes special dividend of 7.25p. †, second interim. ‡, first quarter. §, 10c, including 0.68 non-recurring dividend. ||, gross income. ¶, net.

# United Newspapers Limited

## Profits up to record level

### One-for-one scrip issue

#### The Chairman, Lord Barnetson, reports:

I am happy to say that 1979 was a record year for the Company. The pre-tax profit amounted to £8,192,000, which represents a rise of 19 per cent over 1978. In addition, extraordinary items yielded a net profit of £285,000 after taxation.

The profit includes investment income of £696,000, compared with £448,000 for the preceding year, the improvement being due partly to higher interest rates and partly to an increase in the funds invested. After spending £3,240,000 on plant, equipment and better working conditions, the Company's cash resources at the year end amounted to £6,683,000, compared with £4,512,000 at the end of 1978.

The directors recommend a Final Dividend of 15p net on the existing Ordinary Shares. When taken together with the Interim Dividend of 9p already paid, this will make a total of 24p for the year, compared with 15.60995p for 1978. At the new rate the Dividend will be 2.57 times covered.

At the Annual General Meeting the directors will also recommend that the authorised Ordinary capital of the Company be increased by £2 million, and that following a transfer from Reserves a one-for-one scrip issue be made.

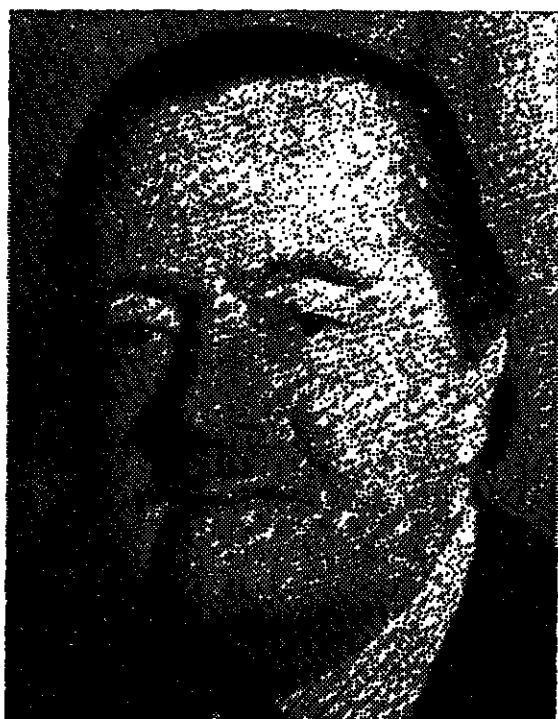
#### Newspapers

Our morning, evening and weekly newspapers, which account for almost 85 per cent of the Company's profitability, increased their contribution by £1,173,000 over the previous year. Advertising revenue went up by 23.6 per cent to £35,766,000, while volume rose by around 10 per cent, an uplift shared by display and classified alike. Although cost inflation made it necessary to raise most of our cover prices, sales were not seriously affected, and indeed the Yorkshire Post has now emerged as England's largest-selling provincial morning paper.

The prospect of further expansion in the weekly newspaper field is opened up by the projected acquisition of the Ashton-under-Lyne Reporter and its associated publications. Under the terms of the Fair Trading Act, the matter has been referred to the Monopolies and Mergers Commission. We await their Report, and likewise the decision of the Department of Trade. If the transaction goes through, we would expect it to contribute around £150,000 a year to the Company's pre-tax profits.

#### Periodicals

All the Company's periodicals improved their profit performance, their total contribution being £72,000, which is 28.5 per cent better than in 1978. Punch did particularly well, not only with a 50 per cent uplift in profits but also with a significant rise in circulation



despite the higher cover price. Pig Farming, Arable Farming, and the Dairy Farmer — each strengthened its position in its own particular market, and turned in record results. The Countryman and the Northampton Independent also moved ahead.

#### Commercial Printing

With a profit of £178,000, commercial printing was just under 12 per cent down on the preceding year. One of the major reasons was the "dumping" of cut-price Christmas cards on a large scale by the Soviet Union, and this had quite a drastic effect on the market served by our Castle Publishing Company, based on Preston. Our printing centres at Blackpool, Blackburn and Brierley did much better than in 1978, but Luton had a more difficult year.

#### Radio and Television

We continue to be well satisfied with our investment in Trident Television, not only because of the dividend income it provides, but also because of the high standard of programmes achieved. We are happy, too, with our involvement in Radio Hallam, the Sheffield station, now firmly established and paying a dividend.

#### Capital Investment

To improve working conditions and to take full advantage of the new technology — stated very simply, these are the basic aims of the Company's policy on capital investment. Over the ten-year period 1970-79 we have spent £21 million out of profits in this way. For the year under review, the figure was £3,240,000, the projects including conversion to direct litho printing for two of our evening papers,

computerised photosetting, video display terminals, and modern teleprinters for the group network. It is expected that expenditure will continue at this kind of level for the next few years.

#### Awards and Distinctions

We continue to get at least our fair share of professional awards and distinctions of one kind and another. On newspaper design, for example, the Morning Telegraph was voted the best of the provincial mornings, while the Chronicle & Echo got the same accolade among the evening papers. For editorial performance, the British Press Awards handed over by the Prime Minister a few weeks ago included the Yorkshire Post, the Lancashire Evening Post, and the Chronicle & Echo.

#### Forward Outlook

For the first three months of the current year, trading was well ahead of the corresponding period of 1979. Since then provincial newspapers throughout most of the country have suffered a costly and damaging dispute with the National Graphical Association. Having regard to this, and likewise to the wider economic imponderables, it is more difficult than usual to forecast the Company's performance for the current year as a whole.

It remains only to thank my fellow directors, executives and staff at every level for their support, their tenacity of purpose, and their hard work in all our interests.

#### Summary of Results

Year ended 31st December

	1979	1978**
Profit before taxation	8,192,000	6,884,000
Profit after taxation	4,326,000	3,861,000
Extraordinary items (net)	285,000	—
Profit attributable to members	4,611,000	3,861,000
Ordinary dividends*	137.14%	93.19%
Retained in the Group	2,881,000	2,698,000
Ordinary dividend cover	2.57	3.52
Earnings per share	61.8p	55.0p

\* Gross

\*\* 1978 results are restated due to a change in accounting policy for investment grants and recalculation of the tax charge in accordance with SSAP 15.

The Annual General Meeting will be held at 23-27 Tudor Street, London EC4A on Tuesday, 10th June, 1980 at 12 noon.

## United Newspapers



## Three months' results

### Interim Statement

The results for the three months ended 31st March 1980, estimated and subject to audit, are compared below with those for the similar period in 1979, which are restated at 31st December 1979 rates of exchange; also shown are the actual results for the full year 1979. It must be emphasized that the results for the interim period do not necessarily provide a reliable indication of those for the full year.

	£ millions 3 months to 31.3.80	£ millions 3 months to 31.3.79	£ millions Year ended 1979
Net written premiums—			
General Business	234.0	199.7	815.2
Investment Income	28.1	22.3	104.5
Underwriting Results—			
General Business	(15.2)	(17.1)	(18.2)
Long Term Insurance Profits	0.8	0.7	2.8
Loan Interest and Employee Profit	13.7	5.9	89.1
Sharing Scheme	0.4	0.4	2.6
Profit before Tax and Minority Interests	13.3	5.5	86.5
Taxation	2.7	0.8	26.8
Minority Interests and Preference	0.4	0.3	1.2
Dividend	10.2	4.4	59.5
Net Profit attributable to Shareholders	—	—	—
Principal exchange rates used in converting overseas results			
U.S.A.	\$2.16	2.22	\$2.22
Canada	\$2.58	\$2.59	2.59

Net written premiums and investment income increased in sterling terms by 17.2% and 25.9% respectively. Adjusted to exclude the effects of currency fluctuations the increases were 16.8% and 25.2% respectively. United Kingdom net premium amounted to £106 million (1979 £86.6 million) and there was an underwriting loss of £9 million (1979 £11.9 million loss). The Motor account incurred a loss of £5.6 million (1979 £4.7 million loss), rate increases having failed to contain escalating repair costs and Court awards. The Industrial Property account also suffered an increased loss due to a high incidence of large claims, but there were significant improvements in all other major accounts, particularly Homeowners. All accounts were affected by inflation on operating expenses.

In the United States, net written premiums were \$166.5 million (1979 \$150.7 million) with an operating ratio of 103.1% as compared with 99.6% for the same period in 1979. On the United Kingdom basis there was an underwriting loss of £3.2 million (1979 £0.6 million loss). The anticipated decline in experience occurred in all major lines except Property. Improved underwriting results were achieved in Canada and Brazil but in Europe, with the exception only of the Netherlands, experience was more unfavourable than in the previous year.

15th May 1980

## General Accident

General Accident Fire & Life Assurance Corporation Ltd.  
World Headquarters, General Buildings, Perth, Scotland.



**The Rugby Portland Cement Company Ltd, Crown House, Rugby**





RANKS HOVIS McDUGALL LIMITED

## Announcement of Interim Results

## Results

Group profit before taxation for the half-year ended 1 March 1980 amounted to £20,221,000 compared with £18,055,000 for the corresponding period of the previous year.

The improvement in the half-year profit was primarily attributable to the Bakery Division, which suffered during the strike in the UK bread industry in late 1978, and to better results from the agricultural, cereals and overseas divisions. The profit improvement was significantly offset by the level of interest rates and higher borrowings together with lower trading results from our Grocery Division following its record profits last year. The results of Ranks (Ireland) Limited showed an increased loss.

## Interim Ordinary Dividend

The Board has decided to pay on 11 July 1980 to Ordinary Shareholders registered at the close of business on 13 June 1980 an interim dividend for the year to 30 August 1980 of 1.524p per Ordinary share (last year 1.452p per share), involving a payment to shareholders of £4,163,000. This dividend, together with the related tax credit of 30/70ths thereof, represents 2.177p per share (last year 2.074p per share).

## Outlook

With the continuing high interest rates and the present state of the economy only a small improvement is expected in Group profits for the second half-year when compared to those in 1979.

Joseph Rank, Chairman

## Consolidated profit statement for the half-year ended 1 March 1980

	Half-year ended 1 March 1980 (Unaudited) £000	Half-year ended 3 March 1979 (Unaudited) £000	Year ended 1 Sept. 1979 £000
Turnover			
Total sales	858,000	787,000	1,590,000
Deduct: Sales within the Group for further processing	118,000	104,000	211,000
External sales	740,000	683,000	1,379,000
Profit on trading before rationalisation costs and depreciation	39,305	33,328	67,833
Rationalisation costs	406	893	1,841
Depreciation	38,899	32,435	65,992
Interest	10,753	10,708	20,500
Investment income	28,146	21,727	45,492
Associated companies	9,445	7,254	15,823
Profit before taxation	18,701	14,473	29,669
Taxation	80	185	318
Minority interests	1,440	1,397	2,630
	20,221	16,055	32,617
Extraordinary items after taxation	8,600	5,950	12,425
Preference dividends paid	11,621	10,105	20,192
Profit attributable to the Ordinary shareholders of Ranks Hovis McDougall Limited	111	394	672
Earnings per Ordinary share of 25p*	11,510	9,711	19,520
	492	(10)	(1,267)
	12,002	9,701	18,253
	142	142	283
	11,860	9,559	17,970
	4.2p	3.5p	7.0p

\* (Based on 273.2 million Ordinary shares ranking for dividend and profit attributable to the Ordinary shareholders before extraordinary items).

The comparative figures for the half year ended 3 March 1979 have been restated in respect of deferred taxation and closure costs to conform with the policies adopted for the year ended 1 September 1979.

## LIG enters its 50th year with a strong profits growth in 1979 and continues with substantial investment in people and technology - its assets for the future.

## Expansion in the U.S.

LIG added very substantially to its operations in the U.S. in 1979 and has thus achieved, in less than two years, U.S. manufacturing facilities for products comparable to a significant range of its U.K. businesses. The size of the American market will enable the fuller development of the Group's technology as a whole and will also, in some areas, provide advanced technology for the benefit of the U.K. companies.

## Development in the U.K.

Significant capital expenditure programmes were undertaken in 1979 and will continue. In addition to the on-going investment in keeping plants up to date to match new production methods and improvements in hygiene and environmental control, some production has been rationalised. Facilities have also been provided for some new products and manufacturing capacity increased. Tioxide continues to invest in additional chloride plant for the production of titanium pigments.

## 1979 IN BRIEF

	1978 £m	1979 £m
Sales, including share of associates	299	390
Subsidiaries' profit before depreciation	20	24
Depreciation on replacement values	(7)	(9)
Interest	(2)	(5)
Associates' profit after interest	4	10
Profit before taxation	15	20

# Lead Industries Group

**METALS AND CHEMICALS**  
Major U.K. subsidiaries:  
Associated Lead Manufacturers  
Anzcon (Antimony Division)  
Fry's Metals, Fry's Diecastings.

**TITANIUM DIOXIDE**  
Associated Company:  
Tioxide Group.

**PAINTS AND WALLPAPERS**  
Major U.K. subsidiary:  
Goodlass Wall.

**CERAMIC SUPPLIES**  
Major U.K. subsidiaries:  
Harrison Mayer,  
C.E. Ramsden,  
Anzcon (Zircon Division).

Manufacturing in the U.K., Ireland, Italy, Spain, France, South Africa, India, USA, Canada, Australia and New Zealand.  
Copies of the 1979 Report and Accounts may be obtained from The Secretary, Lead Industries Group Limited, 14 Gresham Street, London EC2V 7AT.

## FINANCIAL NEWS

## No final as Newman Inds slumps

By Our Financial Staff

Newman Industries' profits last year plunged from £5.2m to £378,000 and, at the attributable level, from £2.7m to a loss of £3.4m. The final dividend has been passed.

The internal costs of the legal action by the Prudential, which left two Newman directors facing a damages bill for £450,000, have not been separated out, but the board comments that as well as the direct cost, the

action also resulted in the use of considerable management time and effort.

A breakdown of the operating profits shows electric motors declined from £1.6m to £179,000, engineering products from £2.05m to £1.3m, the Ardel Division was static at £4.05m and ceramics swung from a £992,000 profit to a £1.1m loss. Group turnover fell slightly from £70.5m to £70.2m.

Below-the-line, extraordinary items, including redundancy and closure costs, external costs relating to the Prudential action

of £146,000 and a provision of £812,000 made against the value of overseas investment, totalled £1.5m.

The board outlines six key factors which affected the year's trading: the engineering strike which cost £1m, the trading recession which led to closures and redundancies in the ceramic and electric motor divisions, interest costs which rose from £2.2m to £3.6m, the strength of sterling which contributed to a fall in group exports from £26.1m to £21.9m, the cost of the legal action and problems

in Iran and a review of investments in Africa.

Now there seems to be a chance that the corrective action is working and the first quarter has seen improved performance with a return to profitability.

While acknowledging economic uncertainties and difficulty of forecasts, the board says the maintenance of pre-tax performance would mean a sizeable interim dividend this year. The interim dividend was 2.14p gross.

The results sent the share rumbling 7p to 43p yesterday.

## Paine Webber dives into loss

## International

Paine Webber Inc of New York swung heavily into the red in the second quarter to March 31. In spite of revenues more than doubling from \$119.9m to \$248.5m (about £108m), Paine Webber suffered a net loss of \$10.2m (£4.45m), against a profit last time of \$2.81m. For the first half-year, this meant a net loss of \$3.2m, compared with the profit of \$3.7m last year. The 1979 figures do not in-

clude results of Blith Eastman Dillon. Paine Webber said in April that it expected to report "a material loss" for the second quarter, stemming from operational difficulties following the merger with Blith. The merger was completed on December 31. The operational facilities of the two firms were thus being consolidated in January and February—a period of record volume in the securities markets. As a result of the unfortunate combination of these factors, Paine incurred unusual expenses of about \$17.5m, or \$9m after tax, during the quarter. —A.P.—Dow Jones.

## Trouble ends at Hesse

Hessische Landesbank Girozentrale, the once troubled bankers to the German state of Hesse and central bank to Hesse's savings banks, has for the second year in succession reported improved profits. In 1979 the bank had got caught up in financial troubles and a new management was appointed. Last year the balance sheet total grew by 9 per cent to DM149,000m (about £21,300m) and operating profits were up by 16 per cent.

The bank's published reserves rose by DM150m to DM1,086m. Dr Heinz Sippel, the chairman, sees further growth this year. The bank is integrating into its own network the London branch of Investitions-und Handelsbank, one of its subsidiaries.

Net income per common equivalent share, boosted by a 57 cent share gain in foreign currency translation, rose by 63 per cent to \$2.38 a share over the 1978 quarter. The quarterly results also include a \$13m (about £5.6m) tax benefit stemming from the recent enactment of the United States-United Kingdom tax treaty.

## All-time record for ITT

International Telephone and Telegraph Corporation of Illinois has set a record for sales and earnings for the first quarter of this year and the highest quarterly earnings in the company's history. Mr Rand V. Arastog, president, confirms last April's preliminary estimate of the recent operating earnings of \$1.41 per share were 5 per cent higher than the 1979 first quarter.

Net income per common equivalent share, boosted by a 57 cent share gain in foreign currency translation, rose by 63 per cent to \$2.38 a share over the 1978 quarter. The quarterly results also include a \$13m (about £5.6m) tax benefit stemming from the recent enactment of the United States-United Kingdom tax treaty.

## Briefly

Lombard announces proposals for amendment of trust deeds containing its 8 per cent secured loan stocks, unsecured loan stocks, unsecured loan stock 1981 85. Proposals which require the sanction of holders of both stocks, will also involve a 1-2 per cent a year increase in the rate of interest on both stocks with effect from June 9, 1980 and bringing forward of repayment dates by two years and six months to June 30, 1983.

Mr J. R. W. Hampson has been named managing director of Brush Switchgear and is joining the board of South Wales Switchgear in succession to Mr D. A. Snick. Mr E. V. R. Smith, former managing director of Yorkshire Electric Transformers, will become managing director of Hawker Siddeley Power Transmitters. The board of Yorkshire Electric Transformers, Dewsbury, has been reconstituted as follows: Mr T. W. B. Schlitt, chairman; Mr L. R. Smith, and Mr P. G. Pollock.

Mr A. K. Harrison and Mr R. T. Sykes have been appointed to the board of Allied Colloids Group. Mr Eric Sidebottom has become managing director of PTD Engineering and its subsidiary companies.

Mr Norman F. Fosh has been appointed a director of Lombard North Central and deputy head of credit finance division. He will remain on the board of Trinity Finance.

Mr Frank Traynor has joined the board of Silvermines as chief executive.

## Business appointments

## Chairman of Royal Insurance reappointed

Mr D. Meinertzhagen has been re-elected chairman of Royal Insurance. Mr John F. H. Baring has been re-elected a deputy chairman, and Mr M. H. McAlpine has been elected a deputy chairman. Mr William Gurell Barnes did not seek re-election to the board. Mr J. A. Swire has resigned.

Mr J. R. W. Hampson has been named managing director of Brush Switchgear and is joining the board of South Wales Switchgear in succession to Mr D. A. Snick. Mr E. V. R. Smith, former managing director of Yorkshire Electric Transformers, will become managing director of Hawker Siddeley Power Transmitters. The board of Yorkshire Electric Transformers, Dewsbury, has been reconstituted as follows: Mr T. W. B. Schlitt, chairman; Mr L. R. Smith, and Mr P. G. Pollock.

Mr A. K. Harrison and Mr R. T. Sykes have been appointed to the board of Allied Colloids Group. Mr Eric Sidebottom has become managing director of PTD Engineering and its subsidiary companies.

Mr Norman F. Fosh has been appointed a director of Lombard North Central and deputy head of credit finance division. He will remain on the board of Trinity Finance.

Mr Frank Traynor has joined the board of Silvermines as chief executive.

## Xerox confident

In spite of economic uncertainties Xerox Corporation of America faces the remainder of 1980 "confident that we can achieve continued growth in revenue and profits", according to Mr David Kearns, the president.

Xerox previously reported an 8 per cent rise in first quarter net income of \$148.4m (about £64.2m) or from \$137.4m a year earlier. Revenue rose by 16 per cent in the first quarter to \$1.86bn from \$1.61bn a year ago.

## Rebuff for Cavenham

Mr Walter J. Koslo, president of Diamond International Corporation of America says that in the opinion of the company's legal adviser the offer for the company's stock by a subsidiary of Cavenham Holdings violates the law. Mr Koslo said it is anticipated that a suit will be filed seeking to enjoin the tender offer.

## T. Cowie

## warning on Ewer bid for Eastern

T. Cowie, the motor distributor has warned shareholder George Ewer, that its offer for their group will be reduced from 55p to 52.5p a share if Ewer board goes ahead with its proposed bid for Eastern Tractors.

The Stock Exchange already ruled that the bid Eastern Tractors does, necessarily have to be put to the Ewer shareholders at an extraordinary meeting. If chairman Mr Tom Cowie he would try to block the bid.

Ewer is offering 2.6m shares for Eastern Tractors whose pretax profits to April 31, 1979 collapsed from £130,000 to £10,000 on a turn of £17.6m. Net tangible assets which include some interests, were £11.2m.

Mr Tom Cowie protests with the agricultural machinery industry in a severely depressed state, the addition Eastern Tractors to Ewer would dilute Cowie's 29.9 per cent stake in Ewe 26.1 per cent.

## Life assurance business up

By Margaret Stone

Life assurance business in first quarter of 1980 was substantially up on the same period of 1979, and overall a 1 better than in the last months of 1979, although one or two areas sales slipped slightly.

The biggest impetus has come from new single premium business, up from £149m in the quarter of 1979 to £156m.

## Bank Base Rates

ABN Bank	17%
Barclays Bank	17%
BCCI Bank	17%
Consolidated Credits	17%
C. Hoare & Co.	17%
Lloyds Bank	17%
London Mercantile	17%
Midland Bank	17%
Nat Westminster	17%
Royal Bank	17%
TSB	17%
Williams and Glyn's	17%

\* 7 day deposit on sums of £10,000 and over 15% up to £25,000 13%, over £25,000 15%.

## Newcomers boost Holt Lloyd

In the year to March 31, 1980, car-care group Holt Lloyd accelerated its expansion overseas. In France, it bought Procombur SA, valued at £14m, at the start of the year for a mixture of cash and shares. In the United States it bought LPS Research Laboratories in June 1979, for \$10m cash (£4.38m).

A rights issue raised £29m towards that. Borrowings and interest costs rose substantially as a result of these acquisitions. More than half the year's 58 per cent rise in pretax profits to £5.63m came from these newcomers. Group turnover rose from £35.1m to £50m. The gross dividend at 13.6p is above the forecast, and yields 5.7 per cent at 23.9p. A one-for-two scrip issue is proposed.

## M. J. H. Nightingale & Co. Limited

The Over-the-Counter Market									
1979/80 High	1979/80 Low	Company	Price	Ch'ge	Gr'n	Yld %	P/E		
99	60	Airsprung Group	66	—	6.7	10.2	*35		
50	26	Armitage & Rhodes	32	—	3.8	11.9	*21		
275	185	Bardoo Hill	275	—	13.8	5.0	*8.1		
100	80	Conway Cars Pref	80	—	15.3	19.1	—		
101	63	Deborah Card	93	—	5.0	5.4	10.2		
118	118	Frank Horsell	118	—	7.9	6.7	7.3		
129	99	Frederick Parker	99	—	12.8	12.9	*4.5		
155	102	George Blair	102	—	16.5	15.7	—		
70	45	Jackson Group	69	—	5.2	7.5	*4.1		
153	107	James Burroughs	107	—	7.2	6.7	9.4		
300	242	Robert Jenkins	252	—	31.3	11.1	*9.0		
232	175	Torday Limited	222	—	14.3	6.4	*5.8		
34	11	Turtlock Ltd	13	—	0.8	6.5	*2.5		
80	70	Twinlock 12% ULS	70	—	12.0	17.1	—		
56	23	Unilock Holdings	42	—	2.6	5.5	10.0		
50	45	Unilock Holdings New	46	—	4.4	4.7	6.1		
99	42	Walter Alexander	92	—	4.4	4.7	6.1		
202	136	W. S. Yeates	202	—	12.1	6.0	*3.3		

\*Accounts prepared under provision of SSAP15.

## J. Hewitt & Son (Fenton) Limited

Manufacturers of domestic and industrial refrigerators, kitchen furniture and electrical porcelain.

	1978 £'000s	1977 £'000s	1976 £'000s
Sales	3,908	2,787	2,288
Profit before tax	386	311	250
Cost of dividends	36	31	22
Profit retained	285	179	130
Earnings per share	14.2p	8.2p	6.3p

Extracts from the Statement by the Chairman, Mr. J. K. Hewitt:

In 1978 sales increased by 40% and profit before tax by 24% in spite of the adverse effect of ever rising costs on profit margins. Exports reached a record £1,012,114 reflecting the intensive efforts made to expand overseas demand for the Company's products. The ordinary dividend has been increased from 1.277p per share to 1.5p which is covered 9.5 times. Shareholders who retain their £1 Preference Shares will also be entitled to a fixed annual dividend of 10p per preference share for 1980 onwards. Additional plant and machinery is presently being installed and when fully operational will extend our range of kitchen furniture products and increase the production capacity for domestic refrigerators. Although forecasts must be approached with caution, I am hopeful that our progress will continue in 1980.



# ommodities

was easier. — Afternoon —  
 8 p.m. 5877-79 a terrific ton-  
 nage. \$294-04 a sale.  
 5880-82. \$356-45; three  
 5883-86. \$250-00.  
 Cash wire 908. 222-84.  
 5887-90. Settlement.  
 Sales. 8,550 tons. Cash.  
 5893-95. three months.  
 Settlement. 5896. Sales. 200

quietly steady. — Afternoon —  
 Cash. 5897-99. 530-00 tonnage.  
 5900-02. \$430-50. Sale.  
 High grade. cash. 57,500-20.  
 5903-05. \$450-80. Sales. 11.  
 Mergins. 5906-08. cash.  
 5909-11. three months. 57,425-00.  
 5912-14. 57,500-00. 1,650  
 5915-17. High grade. cash. 57,450-00.  
 5918-20. 57,450-00.  
 n. 5921-23. 57,450-00.  
 5924-26. High grade. 57,450-00.  
 5927-29. High grade. 57,450-00.  
 5930-32. High grade. 57,450-00.  
 5933-35. High grade. 57,450-00.  
 5936-38. High grade. 57,450-00.  
 5939-41. High grade. 57,450-00.  
 5942-44. High grade. 57,450-00.  
 5945-47. High grade. 57,450-00.  
 5948-50. High grade. 57,450-00.  
 5949-51. High grade. 57,450-00.  
 5950-52. High grade. 57,450-00.  
 5951-53. High grade. 57,450-00.  
 5952-54. High grade. 57,450-00.  
 5953-55. High grade. 57,450-00.  
 5954-56. High grade. 57,450-00.  
 5955-57. High grade. 57,450-00.  
 5956-58. High grade. 57,450-00.  
 5957-59. High grade. 57,450-00.  
 5958-60. High grade. 57,450-00.  
 5959-61. High grade. 57,450-00.  
 5960-62. High grade. 57,450-00.  
 5961-63. High grade. 57,450-00.  
 5962-64. High grade. 57,450-00.  
 5963-65. High grade. 57,450-00.  
 5964-66. High grade. 57,450-00.  
 5965-67. High grade. 57,450-00.  
 5966-68. High grade. 57,450-00.  
 5967-69. High grade. 57,450-00.  
 5968-70. High grade. 57,450-00.  
 5969-71. High grade. 57,450-00.  
 5970-72. High grade. 57,450-00.  
 5971-73. High grade. 57,450-00.  
 5972-74. High grade. 57,450-00.  
 5973-75. High grade. 57,450-00.  
 5974-76. High grade. 57,450-00.  
 5975-77. High grade. 57,450-00.  
 5976-78. High grade. 57,450-00.  
 5977-79. High grade. 57,450-00.  
 5978-80. High grade. 57,450-00.  
 5979-81. High grade. 57,450-00.  
 5980-82. High grade. 57,450-00.  
 5981-83. High grade. 57,450-00.  
 5982-84. High grade. 57,450-00.  
 5983-85. High grade. 57,450-00.  
 5984-86. High grade. 57,450-00.  
 5985-87. High grade. 57,450-00.  
 5986-88. High grade. 57,450-00.  
 5987-89. High grade. 57,450-00.  
 5988-90. High grade. 57,450-00.  
 5989-91. High grade. 57,450-00.  
 5990-92. High grade. 57,450-00.  
 5991-93. High grade. 57,450-00.  
 5992-94. High grade. 57,450-00.  
 5993-95. High grade. 57,450-00.  
 5994-96. High grade. 57,450-00.  
 5995-97. High grade. 57,450-00.  
 5996-98. High grade. 57,450-00.  
 5997-99. High grade. 57,450-00.  
 5998-00. High grade. 57,450-00.  
 5999-01. High grade. 57,450-00.  
 6000-02. High grade. 57,450-00.  
 6001-03. High grade. 57,450-00.  
 6002-04. High grade. 57,450-00.  
 6003-05. High grade. 57,450-00.  
 6004-06. High grade. 57,450-00.  
 6005-07. High grade. 57,450-00.  
 6006-08. High grade. 57,450-00.  
 6007-09. High grade. 57,450-00.  
 6008-10. High grade. 57,450-00.  
 6009-11. High grade. 57,450-00.  
 6010-12. High grade. 57,450-00.  
 6011-13. High grade. 57,450-00.  
 6012-14. High grade. 57,450-00.  
 6013-15. High grade. 57,450-00.  
 6014-16. High grade. 57,450-00.  
 6015-17. High grade. 57,450-00.  
 6016-18. High grade. 57,450-00.  
 6017-19. High grade. 57,450-00.  
 6018-20. High grade. 57,450-00.  
 6019-21. High grade. 57,450-00.  
 6020-22. High grade. 57,450-00.  
 6021-23. High grade. 57,450-00.  
 6022-24. High grade. 57,450-00.  
 6023-25. High grade. 57,450-00.  
 6024-26. High grade. 57,450-00.  
 6025-27. High grade. 57,450-00.  
 6026-28. High grade. 57,450-00.  
 6027-29. High grade. 57,450-00.  
 6028-30. High grade. 57,450-00.  
 6029-31. High grade. 57,450-00.  
 6030-32. High grade. 57,450-00.  
 6031-33. High grade. 57,450-00.  
 6032-34. High grade. 57,450-00.  
 6033-35. High grade. 57,450-00.  
 6034-36. High grade. 57,450-00.  
 6035-37. High grade. 57,450-00.  
 6036-38. High grade. 57,450-00.  
 6037-39. High grade. 57,450-00.  
 6038-40. High grade. 57,450-00.  
 6039-41. High grade. 57,450-00.  
 6040-42. High grade. 57,450-00.  
 6041-43. High grade. 57,450-00.  
 6042-44. High grade. 57,450-00.  
 6043-45. High grade. 57,450-00.  
 6044-46. High grade. 57,450-00.  
 6045-47. High grade. 57,450-00.  
 6046-48. High grade. 57,450-00.  
 6047-49. High grade. 57,450-00.  
 6048-50. High grade. 57,450-00.  
 6049-51. High grade. 57,450-00.  
 6050-52. High grade. 57,450-00.  
 6051-53. High grade. 57,450-00.  
 6052-54. High grade. 57,450-00.  
 6053-55. High grade. 57,450-00.  
 6054-56. High grade. 57,450-00.  
 6055-57. High grade. 57,450-00.  
 6056-58. High grade. 57,450-00.  
 6057-59. High grade. 57,450-00.  
 6058-60. High grade. 57,450-00.  
 6059-61. High grade. 57,450-00.  
 6060-62. High grade. 57,450-00.  
 6061-63. High grade. 57,450-00.  
 6062-64. High grade. 57,450-00.  
 6063-65. High grade. 57,450-00.  
 6064-66. High grade. 57,450-00.  
 6065-67. High grade. 57,450-00.  
 6066-68. High grade. 57,450-00.  
 6067-69. High grade. 57,450-00.  
 6068-70. High grade. 57,450-00.  
 6069-71. High grade. 57,450-00.  
 6070-72. High grade. 57,450-00.  
 6071-73. High grade. 57,450-00.  
 6072-74. High grade. 57,450-00.  
 6073-75. High grade. 57,450-00.  
 6074-76. High grade. 57,450-00.  
 6075-

as steady.—Afternoon.—Cash,  
per tonno: three months,  
40 50. Sales, 3,250  
tonnes.—Cash, \$350-31; three  
months, \$341-42. Settlement, \$331.  
950 tonnes.

as steady.—Afternoon.—Cash,  
per tonno: three months,  
15.00. Sales, 1,175  
tonnes.—Cash, \$301-30; three  
months, \$313-14. Settlement, \$303.  
500 tonnes.

3M was at \$148.25, 955711 a

was steady—Bullion market  
lowly). Sept. 555.90p per three  
United States coins equivalent.  
Three months, 552.20p  
Oct.: six months, 552.20p  
Nov.: one year, 582.50p  
L. London Money Exchange.  
1000—Sept. 554.87p; three  
months, 556.77p; six months, 556.77p; one  
year, 556.77p. Morning  
33-540: three months, 575-76p.  
Oct. 554p. Sales, 36 lots.  
RUH was steady.—Afternoon.  
2784-86 per tonne; three  
2773-71. Sales, 3.975 tonnes.  
2773-71. Sales, 3.975 tonnes.  
2773-74. Sales, 3.975 tonnes.  
350 tonnes. ST4.

was quiet.—Afternoon.—Cash,  
15 p. per tonne; three months.  
10. Sales, 174 tonnes, March  
15 p. per tonne; three months.  
17. Settlement, £3,637. Sales,  
nes.  
R was uncertain (pence per  
tonne).  
6. 70-72-73-74. July.—Oct.  
69-70-71. Jan.-March. 69-90  
April-June. 70-72-73-74. July-  
Oct. 71-72-73-74-75. Sales, 1,300  
tons; 312 at 15 tonnes.  
R PHYSICALS were sold. Spot,  
15 p. per tonne, June, 65-66-67-68-69-  
70-71-72-73-74-75.  
1.—ROBUSTAS (£ per tonnell)  
705-06. July, 1,749-50. Sept.  
7: Nov. 1,820-24. Jan. 1,828-

**il bonus of f**  
**urless, Cape**

less, Capel & Leonard  
£3m stock profits be-  
of escalating oil prices  
year to March 31 and  
profits turned from  
to £2.7m after special  
total of £530,000 compared  
300,000 for upgrading the  
fund. Most of the £25m  
se: in turnover to £63.7m  
tid price rises;  
less makes most of its  
from producing hydro-  
solvener, naphtha and  
cals trading. However,  
e stock market specula-  
in recent weeks has  
ed on the group's offshore

[illegible]

No intervention was required of the Bank of England yesterday. Credit flows proved both adequate and cheaper. From initial 16½, bids were swiftly pulled back to 16½ per cent, and then down to 16¼ per cent by midday.

A good deal of progress had been made by this stage, with little significant calling from the clearers. Decline continued into the afternoon, and books were eventually being ruled off within bounds of 14½ per cent and 15½ per cent. Bank balances from Wednesday had come through on target, and other factors offset one another.

On the minus side were moderate repurchases of eligible bank bills previously sold to the authorities and a small net Treasury bill take-up. These were matched by the combination of moderate excess of Exchequer disbursements over tax transfers and a small figure for increased

Base of Portland Multiplex Limestone, Rate 17'6"  
 - East Chertage 11'79"  
 Cherting Rate: Base Rate 17'6"  
 Discounted Mkt 10'50"  
 Throughput: High 16'2" Low 15'2"  
 Week Fixed 16'2" 16'4"

[illegible]

The pound extended its earlier gains on foreign exchanges following the Prime Minister's declaration that there could be no reduction in the value of sterling. Bank lending remains so high. At the close, sterling showed a rise of 1.2500 to 2.3000. The effective exchange rate index closed 0.4 up at 73.5. Sterling last closed about 2.50 against the dollar.

Deifts stressed that the market was very thin, most continental centres being closed for the Ascension Day holiday.

Continental currencies moved in various directions. Italian and man marks were finally a shade weaker at 1.7955, compared with 1.7950, and the Swiss franc rose from 4.1885 to 4.6555, but Swiss francs eased from 1.6520 to 1.6530. The Japanese yen eventuated at 160.00, a night's level of 227.35 to the dollar.

[illegible]

Australia	2 005-2 006	• Ireland	2 072-2 073
Belgium	2 005-2 006	• Canada	2 175-2 176
Finland	2 005-2 006	• Netherlands	2 064-2 065
France	2 005-2 006	• Belgium	2 064-2 065
Hong Kong	2 005-2 006	• Germany	2 064-2 065
Iran	Not available	• West Germany	2 064-2 065

[illegible]

Gold finch: am. 5.14-5.20 an ounce; pm. 5.11-5.16 1/2 oz.  
 Kruggerand per ounce 5.05-5.08 1/2-5.05-5.08 1/2  
 Botswanagroup 5.11-5.15 157-504

## Folkes Hefo nears £4m

**Oils again held most attention**

in an otherwise quiet session among traded options. Total contracts fell from 670 to 480, of which BP and Shell accounted for 185 between them. Attention was also drawn to reported quiet consensus with secondary oil shares again making the running. Puts were made in Berkeley Exp. and Dunlop, with doubles arranged in Rustenburg, Oil Search and Premier Cons.

[illegible]

diver Federal National Mortgage picked up  $\frac{1}{8}$  to 16. American Telephone  $\frac{1}{8}$  to 53 $\frac{1}{2}$ . BankAmerica 25 $\frac{1}{2}$  and Citicorp  $\frac{1}{8}$  to 21 $\frac{1}{2}$ . Standard Brands, which had a takeover bid for Liggett,  $\frac{1}{8}$  to 29.

Dow Jones industrial average rose 2.73 points to 819.62. The Dow Jones industrials lost declines five to two volume of over 38 million shares.

Oil shares were active with lowest Air closing at 24½, up ½; Delta 38½, up ½; United Airlines 17½, up ½; Pan Am International was up ½, trading as low as 17½. American Airlines ended March 31.

Tosco was up ¼ to 60½. It agreed to acquire Atlantic Richfield's interest in an oil shale project.

The Richfield was up ¾ at \$7½.

Tosco, which holds the 40 percent remaining interest jumped 24¢.

Y. York, May 14.—COMEX	Dodge	36½	36¾	Nat Steel	29½	29¾
R futures closed five to 10 cents	Delta Air	38¼	38¾	Korfolk West	28½	27¾
	Detroit Edison	13	13	NW Bancorp	25	24½
	Dixie	48½	48½	Kurtan Slope	15	17

er gold market deflected selling industrial users.

April-May contract settled five higher at \$16.03 bid-below its closing of \$15.24.

Traders said the buying lifted silver to its highest point in five weeks and encouraged new speculative interest, but by indications that the market perhaps lost its downside momentum.

They said Saudi Arabia's petroleum output increase was expected, and it would reduce the long-term psychological impact of the long-term oil price amid mounting concern about a threatened recession.

May, 1.206.00; June, 1.206.00; July,

[illegible][illegible][illegible]

\*Ex dist. a. Ashed. \*Ex distribution. b. bid. k. Market closed. a. New Issue. v. Stock split.  
 I. Traded. v. Unquoted.

Foreign exchange—Sterling, Apr. 2.5903; three months, 2.6003;  
 2.5903; three months, 2.6003;  
 2.5903; three months, 2.6003;  
 The Dow Jones averages—Industrials,  
 619.03; transportation, 560.11; utility,

U.S. 108.66; 68 stocks, 258.16;  
 New York Stock Exchange index,  
 69.90; 30 stocks, 100.00;  
 31.64; utilities, 37.35; financial,  
 61.52.

COFFEE future rebounded from sharp  
 losses around midsession to soar in  
 afternoon session. The price rose 1/2  
 cents to the 4.00-cents limit. Spot  
 prices were 1.10-1.15 cents. **SOYBEAN**  
 Today's estimated volume of 14,750  
 lots apparently exceeds the previous  
 record of 14,500 lots. **WHEAT**—  
 May, 196.00-196.00; July, 201.50-  
 201.50; September, 207.00-207.00;  
 201.00-201.50; March, 194.00-194.00;  
 194.00-194.00; September, 194.00-  
 194.00.

The market showed moving  
 ideas in light trading activity to close  
 0.75 to 0.80 cent higher in nearness  
 to the 1.00-cent level. **WHEAT**—  
 monthly. Estimated volume was 725  
 lots. **SOYBEAN**—March, 201.00-  
 201.50; April, 201.00-201.50;  
 201.00-201.50; May, 201.00-201.50;  
 201.00-201.50; June, 201.00-201.50;  
 201.00-201.50; July, 201.00-201.50;  
 201.00-201.50; August, 201.00-201.50;  
 201.00-201.50; September, 201.00-201.50;  
 201.00-201.50; October, 201.00-201.50;  
 201.00-201.50; November, 201.00-201.50;  
 201.00-201.50; December, 201.00-201.50;  
 201.00-201.50; January, 201.00-201.50;  
 201.00-201.50; February, 201.00-201.50;  
 201.00-201.50; March, 201.00-201.50;  
 201.00-201.50; April, 201.00-201.50;  
 201.00-201.50; May, 201.00-201.50;  
 201.00-201.50; June, 201.00-201.50;  
 201.00-201.50; July, 201.00-201.50;  
 201.00-201.50; August, 201.00-201.50;  
 201.00-201.50; September, 201.00-201.50;  
 201.00-201.50; October, 201.00-201.50;  
 201.00-201.50; November, 201.00-201.50;  
 201.00-201.50; December, 201.00-201.50;  
 201.00-201.50; January, 201.00-201.50;  
 201.00-201.50; February, 201.00-201.50;  
 201.00-201.50; March, 201.00-201.50;  
 201.00-201.50; April, 201.00-201.50;  
 201.00-201.50; May, 201.00-201.50;  
 201.00-201.50; June, 201.00-201.50;  
 201.00-201.50; July, 201.00-201.50;  
 201.00-201.50; August, 201.00-201.50;  
 201.00-201.50; September, 201.00-201.50;  
 201.00-201.50; October, 201.00-201.50;  
 201.00-201.50; November, 201.00-201.50;  
 201.00-201.50; December, 201.00-201.50;  
 201.00-201.50; January, 201.00-201.50;  
 201.00-201.50; February, 201.00-201.50;  
 201.00-201.50; March, 201.00-201.50;  
 201.00-201.50; April, 201.00-201.50;  
 201.00-201.50; May, 201.00-201.50;  
 201.00-201.50; June, 201.00-201.50;  
 201.00-201.50; July, 201.00-201.50;  
 201.00-201.50; August, 201.00-201.50;  
 201.00-201.50; September, 201.00-201.50;  
 201.00-201.50; October, 201.00-201.50;  
 201.00-201.50; November, 201.00-201.50;  
 201.00-201.50; December, 201.00-201.50;  
 201.00-201.50; January, 201.00-201.50;  
 201.00-201.50; February, 201.00-201.50;  
 201.00-201.50; March, 201.00-201.50;  
 201.00-201.50; April, 201.00-201.50;  
 201.00-201.50; May, 201.00-201.50;  
 201.00-201.50; June, 201.00-201.50;  
 201.00-201.50; July, 201.00-201.50;  
 201.00-201.50; August, 201.00-201.50;  
 201.00-201.50; September, 201.00-201.50;  
 201.00-201.50; October, 201.00-201.50;  
 201.00-201.50; November, 201.00-201.50;  
 201.00-201.50; December, 201.00-201.50;  
 201.00-201.50; January, 201.00-201.50;  
 201.00-201.50; February, 201.00-201.50;  
 201.00-201.50; March, 201.00-201.50;  
 201.00-201.50; April, 201.00-201.50;  
 201.00-201.50; May, 201.00-201.50;  
 201.00-201.50; June, 201.00-201.50;  
 201.00-201.50; July, 201.00-201.50;  
 201.00-201.50; August, 201.00-201.50;  
 201.00-201.50; September, 201.00-201.50;  
 201.00-201.50; October, 201.00-201.50;  
 201.00-201.50; November, 201.00-201.50;  
 201.00-201.50; December, 201.00-201.50;  
 201.00-201.50; January, 201.00-201.50;  
 201.00-201.50; February, 201.00-201.50;  
 201.00-201.50; March, 201.00-201.50;  
 201.00-201.50; April, 201.00-201.50;  
 201.00-201.50; May, 201.00-201.50;  
 201.00-201.50; June, 201.00-201.50;  
 201.00-201.50; July, 201.00-201.50;  
 201.00-201.50; August, 201.00-201.50;  
 201.00-201.50; September, 201.00-201.50;  
 201.00-201.50; October, 201.00-201.50;  
 201.00-201.50; November, 201.00-201.50;  
 201.00-201.50; December, 201.00-201.50;  
 201.00-201.50; January, 201.00-201.50;  
 201.00-201.50; February, 201.00-201.50;  
 201.00-201.50; March, 201.00-201.50;  
 201.00-201.50; April, 201.00-201.50;  
 201.00-201.50; May, 201.00-201.50;  
 201.00-201.50; June, 201.00-201.50;  
 201.00-201.50; July, 201.00-201.50;  
 201.00-201.50; August, 201.00-201.50;  
 201.00-201.50; September, 201.00-201.50;  
 201.00-201.50; October, 201.00-201.50;  
 201.00-201.50; November, 201.00-201.50;  
 201.00-201.50; December, 201.00-201.50;  
 201.00-201.50; January, 201.00-201.50;  
 201.00-201.50; February, 201.00-201.50;  
 201.00-201.50; March,

less, Capel & Leonard Ltd. £3m stock profits based on escalating oil prices from 1970 to March 31 and profits just from 1971 to 1972 of £6.27m over special interests of £530,000 compared with £300,000 for upgrading the fund. Most of the £25m se. in turnover to £63.7m tied price rises.

less makes most of its profits from producing hydrocarbons, solvents, naphtha and gas trading. However, the stock market speculation in recent weeks has added on the group's offshore oil exploration interests in the United Kingdom. The shares have doubled in the course of 1980, but were little changed at 1980 after the results.

less profits attributable to 1979-80 were less sharply up because the group has been destocking since February and the absence of stock relief pushed up the tax charge from £534,000 to £2.29m. However, earnings, per share still nearly doubled from 5.2p to 10.1p, and the year's gross dividend has been raised from 1.50p to 3.57p, excluding an exceptional 1.14p interim.

### Authorized Units, Insurance & Offshore Funds

[illegible]









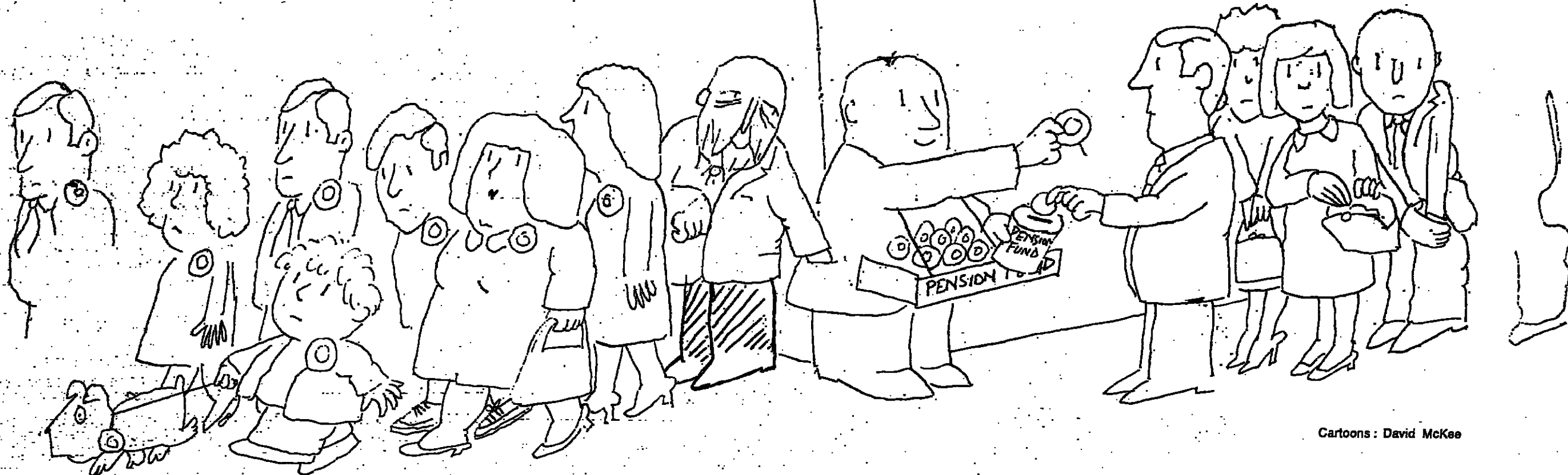






# Pensions

National Association of Pensioners is meeting in Brighton today. Its chairman, **Michael Pilch**, sees the industry in its political context. Is there, he asks, a statesman in the House?



Cartoons: David McKee

1974, after 17 years of political bickering, a truce was declared. Recognising that a price had to be paid for the party fun and games, the cost could be measured in terms of the stagnant social security system and the increasing dependence on supplementary benefits.

bill for all the above had been paid by the Government. Credit for the success of a bipartisan approach to social security was given by general election to the late Brian Wilson, but it should be noted that Conservative ministers of the day, Sir Geoffrey Howe, as two to make an attempt, and the subsequent history of consultation and cooperation culminated in the Social Security Act 1975 reflected on both parties.

It is said that a committee of men and women, from both sides of the House, with proud records of passionate commitment to pensioners should spend four and a half hours arguing about such vital issues as the days on which they should meet, before getting down to serious discussion of the Bill itself. Few members

of the committee addressed themselves at any time to the technical content of the legislation, and when the National Association of Pension Funds put forward a minor, though important, practical suggestion for improving pension transfer arrangements, it was talked out without a vote.

Both parties are to blame for the impasse, though the Government should perhaps shoulder the main share for failing to take the initiative. The clumsy way in which it presented the case for breaking the link between the basic state pension and national average earnings made its action seem more provocative than it need have done.

Opposition spokesmen, on the other hand, have done little to encourage a less belligerent attitude. Mr Stanley Orme holds his views strongly and sincerely. The stance which he takes up on any major issue, strangely perhaps for such a staunch trade unionist, tends to be non-negotiable. He has consistently opposed any bipartisan approach and, even if an olive branch had been

offered to him, might well have broken it over the head of the person concerned. Pensions cannot be taken out of politics, but nobody can justify petty, party-point-scoring at the expense of pensioners. In the five years that have elapsed since the Social Security Pensions Act reached the statute book, it has become



Sir Geoffrey Howe, Chancellor of the Exchequer, former Labour Minister of Pensions: stance on big issues "tends to be non-negotiable"

increasingly obvious that no worthwhile progress is ever likely to be made without agreement between the parties. The bipartisan approach is essential to the resolution of any major pensions issue, because it is impossible to effect the necessary changes within the timescale of one, or even two parliaments.



Mr Stanley Orme, MP, former Labour Minister of Pensions: stance on big issues "tends to be non-negotiable"

The most urgent of the outstanding questions is probably the need for equality of retirement ages between men and women, but there are other aspects of equality of the sexes and retirement ages that merit further study.

All raise complex problems, solutions to which are likely to involve radical change and transitional arrangements lasting 20 years or more. Even if we make a start now, it will take us till the end of the century to resolve them.

Flexible retirement is a natural goal, but neither party is likely to score as long as the game remains a political football. There is wide agreement on the desirability of the objective, but a lack of agreement on how to get there. Reducing the male pension age to 60, seen by some as a natural first step along this road, may in practice rule out for the foreseeable future any progress towards a more flexible system based on personal choice.

The protection of pensions in payment against increases in the cost of living is

another problem that is unlikely to be solved by party politics. Essentially it concerns the transfer of resources from the working population to the retired and, while this must remain a political decision, it is not sensible to make radical changes every three or four years.

Naturally, the emphasis must alter with the political complexion of the party in power, but any change of direction should take the form of a touch on the tiller rather than a complete about face.

Preservation of pension rights on changes of employment, being essentially a matter of priorities, raises

problems of a different sort. It is not easy to discern any pressure for changing present law or practice coming from employees, generally, or employers.

The Government has turned its back on any move to encourage transfer payments, to judge from its attitude to the National Association of Pension Funds amendment to the Social Security Bill, and job-changers would not take precedence over pensioners, or for that matter widows or other dependants, in terms of priority for benefit improvements on many people's lists.

Certainly, if the Occupational Pensions Board is able

to solve this dilemma, it will require agreement between the parties to give it effect.

Perhaps most important is the wider and continuing debate over the role and responsibilities of the elderly in society. For any real improvement in their situation, retired people in Britain are heavily dependent on a renewal of the spirit underlying the bipartisan approach to pensions. Politicians must be told that if they waste the next 17 years, as they frittered away the years before 1974, future generations of pensioners will hold them accountable for their neglect.

Is there a statesman in the House?

## ON OTHER PAGES

State of the state scheme (Pat Healy). Member participation (Margaret Stone)	II
Plight of the self-employed (John Gaslee). Role of the personnel manager (John Jenkins)	III
To fund or not to fund? (J. Dundas Hamilton). Transferability (Maurice Oldfield)	IV
Principles of investment policy (Tom Hayes). Women's rights (K. Cole)	V
Self-administered schemes (Margaret Stone). Implications of a merger (Dennis Blair)	VI
Index linking for Civil Service? (Margaret Stone). A better way? (F. R. Langham)	VII
Advisory services and after care. Topping up (John Gaslee)	VIII
Code of practice on communications (Sylvia Morris)	IX
World events: some pointers for fund managers (John Whitmore)	X

## PERFORMANCE NOT MEASURED IS INVESTMENT AT RISK

Property investment plays a large part in today's Pension Fund Managers' portfolios.

The problem is - how to measure its performance in absolute and comparative terms with other major investment categories?

For many years now Richard Ellis have, by using modern computer techniques, provided clients with detailed analysis of their property portfolios. The following services are available:

1. Detailed analysis of historical performance using advanced appraisal techniques including Redemption Yields, the concise breakdown of capital growth and the calculation of capital value sensitivity co-efficients to enable the Fund Manager to assess the future potential of the properties within the portfolio and compare that performance with other investment alternatives.
2. Regular portfolio valuations using a computerised data base.
3. A formal consultancy role to advise on the investment philosophy of creation or maintenance of a modern property portfolio.

To discuss these services further, please contact Geoffrey Wood or Alastair Pringle

### Richard Ellis

64 Cornhill, London EC3V 3PS. 01-283 3090.



## Prudential for pensions

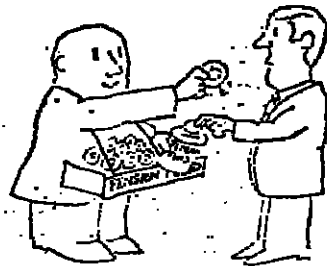
- Professional Plan Design
- Professional Financial Control
- Professional Investment
- Professional Administration

For details of the wide range of flexible plans The Prudential Assurance Company Ltd., call Roy Elms, 01-495 9222 ext. 6623, Group 142 Holborn Bars, London EC1N 2NF. Pensions Development Division.

PPL

Prudential

### PENSIONS



Pat Healy looks ahead on the second birthday of the earnings-related scheme and

Margaret Stone talks about worker participation

## A long-range strategy to beat poverty trap

The return of pensions to the party political arena may have obscured the fact that thousands of people now on the point of retiring can expect pensions up to £3 above the basic level. They are among the first beneficiaries of the new state earnings-related pension scheme, which achieved its second birthday in April.

There are now about 110,000 pensioners receiving extra pension under the

scheme, and about the same number who would qualify for some extra state pension if their own occupational pensions do not have an inflation-proofing guarantee. But there is, as yet, no groundswell of either gratitude or resentment about the scheme. When it has been raised at meetings attended by pensioners in recent months, there has been a general welcome for the prospect the new scheme offers in the future but little recognition that it is actually affecting incomes of present pensioners.

Age Concern commented, perhaps a little acidly, that its information department has had almost no requests for inquiry about the scheme from pensioners. Perhaps, it suggested, the present level of the benefit is so marginal that many pensioners do not realize they are getting extra money, or they do not feel it is worth the effort.

Nevertheless, the scheme remains attractive for future pensioners at most income levels. Already the 110,000 people known to be receiving some extra pension from the scheme will have recouped much of the higher national insurance contributions they had to pay to qualify. Like future pensioners, they also have the guarantee that the extra pension will at least be protected against rising prices.

That guarantee will mean that the maximum earnings-

related additional pension will rise by 16½ per cent this November, producing a new top level of £3.45 a week. However, the guarantee itself has taken a knock because of the last Labour government and the present Conservative administration, and because of the latter's new attitude to pensions indexation.

For two successive years, government forecasts of inflation have proved wrong, and already there are indications that the 16½ per cent forecast for price increases between November, 1979, and 1980, will prove too low. The Government is bound by law to increase pensions and other benefits each year on the basis of the best forecasts available at the time.

The High Court has established effectively that the Government can choose its own forecasting method. But it also established that there is no statutory duty to make good any shortage caused by getting the figures wrong.

In November, 1979, the present Government fulfilled its election pledge by making good the shortage of the previous year caused by its predecessor's underestimate of earnings increases. But it is refusing to make good the 1.7 per cent shortage in its own forecast of the increase in earnings between November, 1978, and 1979.

The Government argues that, since there is no legal obligation to make good the

shortage, it has fully complied with the statutory requirements by putting into effect this year's increase on the basis of the best possible forecasts. Another deterrent to making good the shortage was that it would have cost an extra £195m in a full year.

That is little compensation to pensioners whose increases take effect after inflation has occurred. The increasingly vociferous pensioners' organizations that have links with the trade union movement claim that pensioners are on a treadmill which stops once a year to let them catch up, but then continues thereafter for the next 12 months.

That view is not entirely fair because pensions have broadly stayed ahead of inflation, mainly because of the more frequent increases provided good enough cover to opt out of the state scheme. But they have the extra guarantee that the state will provide the same inflation proofing up to level of the earnings-related pension that they would have received if they had been covered by the state scheme instead.

The eventual aim is to provide combined pensions close to final salary for the low paid by 1988, with married men on average earnings related to half salary. The scheme still has 18 years to run before it matures fully, and it still enjoys all-party support and the respect of the private earnings.

A deliberate objective to raise state pensions level where few people will have to resort to supplementary benefits, their incomes a subsistence level, neither the last nor the first of the Government's attempts to do much for existing pensioners by simple indexation, the indexing of the earnings-related scheme will inevitably reduce a widening gap between the already retired future pensioners.

That is the main worry Age Concern. As the scheme matures, it expects to see increasing complaints of the wide discrepancy between people who have in well paid jobs for of their lives, and whose pensions will be considerably lower because they have had long periods of unemployment, low pay. For such people, Age Concern believes a new state scheme offers protection, particularly the indexation link, earnings disappearing, the prices link is opaque and inaccurate forecasting.

Much can change in next eight years, however, and both big parties are committed to enabling pensioners to share in standards of living. Full that commitment is to the earnings related scheme is to succeed.

The author is Social Sec Correspondent.

## "RELATED TO BUILDING SOCIETY MORTGAGE RATE" GUARANTEES ONE TYPE OF INTEREST.

## "NARRATED BY HANNAH GORDON" ENSURES ANOTHER.

We market an Additional Voluntary Contributions policy which bases its levels of return on an interest rate guaranteed to be at least as high as the Building Societies Association mortgage lending rate.

To help explain this policy to the Trustees and members of pension schemes, we have prepared an audio-visual presentation which has the attraction of being narrated by Hannah Gordon and John Stride.

Viewing the presentation would put you under

no obligation, so if you would like to see it please ask your Insurance Broker or contact Stuart Chambers, Marketing Manager, The National Employers Life Group of Companies, Milton Court, Dorking, Surrey RH4 3LZ. Tel: 0306 5911.



Specialists in personal and group pensions & permanent health insurance

## Appointment of trustees not just by trade unions

It is nearly four years since the outgoing Labour Government upset the pensions industry and employers with a White Paper which proposed legislation to give a statutory right to recognized independent trade unions to appoint 50 per cent of the controlling bodies—the pension scheme trustees.

This contentious and politically motivated proposal flew counter to the objective advice given a year earlier by the Occupational Pensions Board, an independent body of pension experts, when the OPB published its views on disclosure and member participation in scheme management. It recommended instead the voluntary adoption of a code of good practice, the details of which would have to be worked out.

The outcry against the Government's White Paper was not about the concept of member participation. Some companies, such as ICI and Unilever, had long practised such a philosophy; for others the idea was novel, but immediately attractive and right for the times. No, what was vehemently opposed was the Government's rejection of the idea that all members should have a say in appointing member trustees in favour of the more narrowly based selection by trade unionists alone.

The Confederation of British Industry, predictably, was opposed to the proposals and backed its opposition with the results of an independent survey which showed that as many as seven out of 10 people objected to the Government's plan to give trade unions the sole right to appoint half the management bodies of company pension schemes. The CBI also took the opportunity to canvass its members' views on just what existing practice was in respect of member participation. It carried out a separate survey among the largest private sector companies to establish the extent of members' participation in pension scheme management. It had replies from 100 such companies, covering altogether 1,640,000 scheme members.

The returns showed that 43 per cent of the members had full participation in the management of their pension scheme; that 11 per cent had partial participation in the management—the management body not being responsible for the control of investment; and that a further 46 per cent were in schemes whose companies were working on plans for participation. The survey also showed that in schemes with member participation 75 per cent were in schemes where nomination or appointment was made to the management body by all the members. At the other end of the spectrum 20 per cent were in schemes where appointment was through trade unions alone, and 5 per cent were in schemes where appointment was partly by members and partly through trade unions.

The survey was last updated at the end of 1978 and showed an encouraging trend. Out of the 100 companies originally questioned, 56 had member participation in the management of their main schemes, compared with 41 18 months earlier. A further 26 companies were working on plans for its introduction. It is a moot point where the impetus for introducing member participation has come from. Metropolitan Pensions Association, a leading firm of employee benefit consultants, believes that the general trend towards member participation was established well before the abortive White Paper which, if anything, retarded progress in this area as companies froze their plans because of uncertainty.

On the other hand, it does seem likely that the threat posed by the White Paper has galvanized other companies into taking immediate action to secure universal participation in their pension schemes, as opposed to merely trade union membership, in order to forestall any further attempts to reintroduce this unpopular measure. Under a Conservative Government the threat is minimal. Three companies which have introduced member participation are Wilkinson Match, Amalgamated Power Engineering and Renold. Wilkinson Match first mooted the idea when it planned harmonization of its pension schemes after the merger of Wilkinson Sword with British Match. The White Paper confirmed the company's thoughts that 50 per cent of the trustees should come from the workforce. Renold built member participation into its new scheme for the hourly employed back in 1975 and has since extended it to its staff vestment; and that a further scheme. Previously, trustee

members were selected by the management, but now the principle for both schemes is nomination by all members. However, selection is in the hands of a body jointly made up by the management and unions.

Amalgamated Power Engineering's member participation is a direct outcome of recent pensions legislation. At the time of the great consulting debate, the company let it be known that

that if the decision was to go outside the state scheme a new pension company would be formed with members having not politically powerful participation in the board, excluding the chairman.

The trustees' function does not include debate over benefits or alterations to the scheme, and now that the scheme has been transferred to pensions investment subsidiary of a major insurer, their role is limited to exercising the discretion to enabling pensioners to share in the benefits of the company's success.

The author is Editor, Social and Investment

## Everything you ever wanted to know about pensions but didn't know who to ask.

Benefit Planning; Scheme Design and Maintenance;

International and Multi-national Plans; Acquisitions & Mergers;

Actuarial Aspects; Investment Services and Portfolio Measurement;

Communications and Presentation; Administration & Trusteeship;

Legal & Documentary Aspects; Compensation for Executives;

Share Options & Incentives

# MPA

METROPOLITAN PENSIONS ASSOCIATION LTD  
International Employee Benefit Consultants

28 Haymarket, LONDON SW1Y 4SR

Metropolitan House, Northgate, Chichester, Sussex PO19 1BE

and at

Birmingham, Edinburgh, Glasgow, Leeds, Leicester, Manchester, Brussels, Frankfurt, Hong Kong, Johannesburg, Melbourne and New York.

## TPF&C

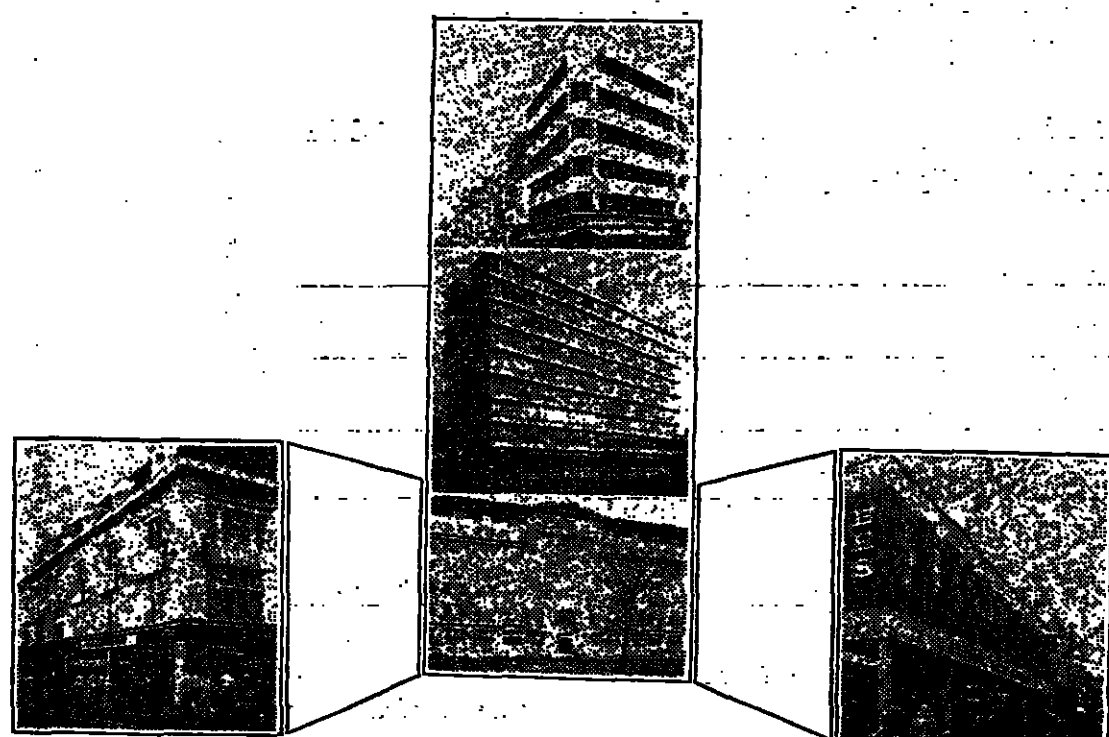
### Towers, Perrin, Forster & Crosby

The advice of TPF&C's actuaries is available to our clients on all aspects of pension design, costing, implementation and administration:

- ☐ actuarial valuations
- ☐ costing of benefit changes
- ☐ long and short term financial forecasting
- ☐ benefit plan design
- ☐ preparation of documentation and liaison with government bodies
- ☐ administrative procedures
- ☐ employee communications, including benefit statements

Towers, Perrin, Forster & Crosby  
110 Jermyn Street, London SW1Y 6FB  
01-839 5923

London	Cardiff	Atlanta	New York
Birmingham	Sao Paulo	Boston	Philadelphia
Brussels	Montreal	Chicago	Pittsburgh
Frankfurt	Toronto	Cleveland	San Francisco
Paris	Vancouver	Dallas	St Louis
Hong Kong		Los Angeles	Tampa
		Minneapolis	Washington D.C.



## The Property Unit Trusts

- The Pension Fund Property Unit Trust
- The Property Unit Trust for Public and General Superannuation Schemes
- The Charities Property Unit Trust
- The Pension Fund Agricultural Property Unit Trust

With over 750 Pension Funds and Charities as unitholders, funds under management now exceed £275 million.

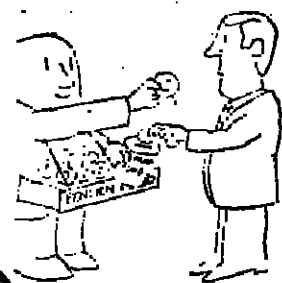
The Group, which was established in 1966 and is the leader in this specialised market, is always seeking prime commercial, industrial and agricultural investments.

Please contact R.G. Nightingale F.C.A. for further information.

The Property Unit Trusts  
73 Brook Street, London W1Y 1YE  
Telephone 01-499 7191



## PENSIONS



John Gaselee writes on provision for the self-employed, and John Jenkins on retirement education

## New freedom to contribute the full amount

This year's Budget, however, has given self-employed individuals grounds for thinking the Government was not acting against them. In addition, pension contributions, compared with other financial pre-occupations, such as buying into a practice, repaying a mortgage and, possibly, trying to educate children privately.

Some useful findings were announced last week, and, perhaps, side-ranging review the Government is making will result in favourable changes. The amount which anyone self-employed can contribute to a personal pension, receiving full tax on the contribution being increased from 17½ per cent to 17½ per cent.

For most of those self-employed men and women, bearing retirement, who have been restricted to low levels of contribution since this type of contract was introduced in 1956, and they have no means of boosting the pension benefits which have been bought.

Improvements, also, are being made as far as death benefits are concerned, for the self-employed. Traditionally, if a policyholder has died before taking his pension, insurance companies have returned the premiums which have been paid—either without interest, or with interest calculated at a modest rate.

Gradually, however, traditional life offices are copying the unit-linked offices, which return the value of units allocated. A number of life offices have announced that they will return premiums together with interest at a higher rate than in the past or, in some cases, will pay out the full fund accumulated to date on behalf of the policyholder.

In the past, such benefits have had to be paid into the policy holder's estate. Now, legislation is being introduced so that the benefit can pass to dependants (for example children) free from capital transfer tax.

No change has been made to the maximum premium which can be paid towards an associated life policy. The limit remains at 5 per cent of net relevant earnings, subject to an upper limit of £1,000. Any such premium, which ranks for full relief of income tax, counts towards the overall pension contribution of 17½ per cent of net relevant earnings.

Here again, however, it is planned that it shall be possible for any benefits paid to pass to dependants, free from capital transfer tax. At one stage, it was unwise for anyone wanting as high a pension as possible to take this type of life policy, since it would have reduced the contribution which could be paid towards a pension. Now, however, with the higher contribution limits, this type of life policy may well prove attractive to those with relatively high earnings, since the premium will represent a much lower proportion of overall pension contribution than in the past.

Originally, only term assurance was provided by life offices for this type of policy. Later, family income benefits were introduced. This type of policy still may not run beyond the age of 75. This, therefore, is not an infallible way of building up a fund for dependants which will be free from capital transfer tax at death—available, perhaps, to pay capital transfer tax on other assets passing at death. No benefit will be secured for anyone living beyond the age of 75.

To cater for that situation, one pensions office, the Scottish Equitable Life Assurance Society, has been offering a whole life profit-sharing policy (which can be written on a trust basis) where, until the policyholder reaches 75, the sum assured is no more than the bare minimum for the policy to qualify in the eyes of the inland revenue. The sum assured is simply 75 per cent of premiums payable up to the age of 75.

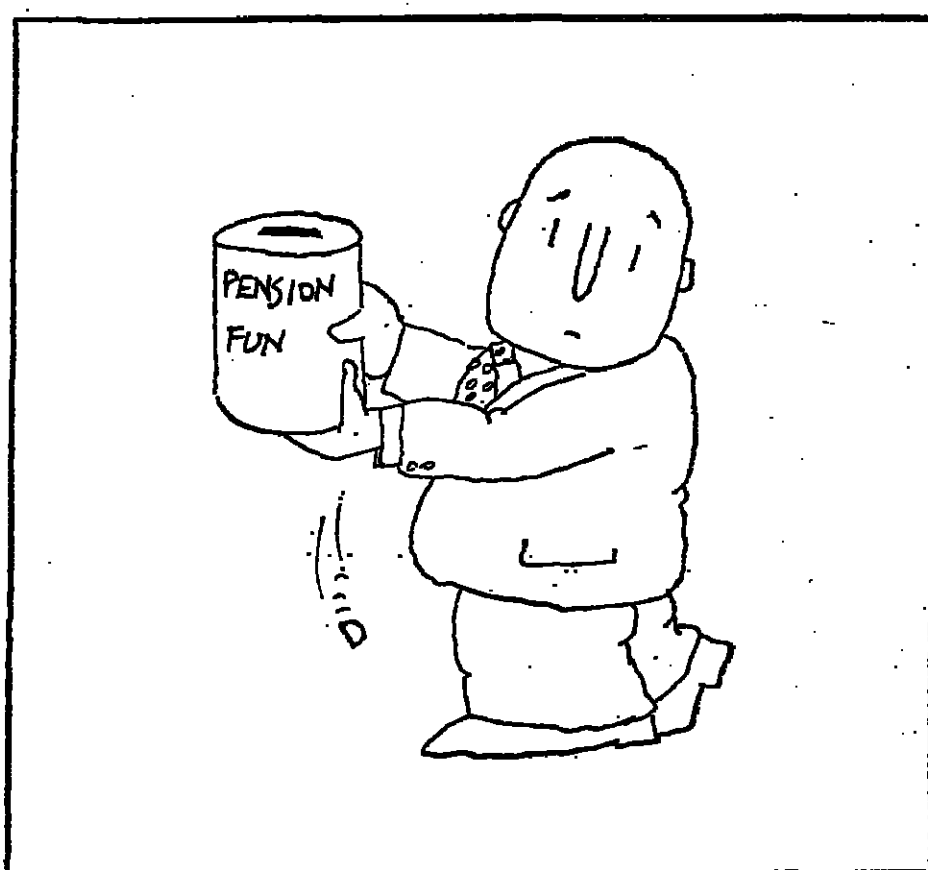
When, however, a policyholder reaches 75, automatically there is a significant increase in the sum assured, and the policy starts to participate in profits—backdated to inception. In this way, therefore, low cover is provided until 75. When the other cover ceases, at that age, there is a sharp increase in the protection provided by this type of complementary policy.

one pensions office, the Scottish Equitable Life Assurance Society, has been offering a whole life profit-sharing policy (which can be written on a trust basis) where, until the policyholder reaches 75, the sum assured is no more than the bare minimum for the policy to qualify in the eyes of the inland revenue. The sum assured is simply 75 per cent of premiums payable up to the age of 75.

When, however, a policyholder reaches 75, automatically there is a significant increase in the sum assured, and the policy starts to participate in profits—backdated to inception. In this way, therefore, low cover is provided until 75. When the other cover ceases, at that age, there is a sharp increase in the protection provided by this type of complementary policy.

one pensions office, the Scottish Equitable Life Assurance Society, has been offering a whole life profit-sharing policy (which can be written on a trust basis) where, until the policyholder reaches 75, the sum assured is no more than the bare minimum for the policy to qualify in the eyes of the inland revenue. The sum assured is simply 75 per cent of premiums payable up to the age of 75.

When, however, a policyholder reaches 75, automatically there is a significant increase in the sum assured, and the policy starts to participate in profits—backdated to inception. In this way, therefore, low cover is provided until 75. When the other cover ceases, at that age, there is a sharp increase in the protection provided by this type of complementary policy.



one pensions office, the Scottish Equitable Life Assurance Society, has been offering a whole life profit-sharing policy (which can be written on a trust basis) where, until the policyholder reaches 75, the sum assured is no more than the bare minimum for the policy to qualify in the eyes of the inland revenue. The sum assured is simply 75 per cent of premiums payable up to the age of 75.

When, however, a policyholder reaches 75, automatically there is a significant increase in the sum assured, and the policy starts to participate in profits—backdated to inception. In this way, therefore, low cover is provided until 75. When the other cover ceases, at that age, there is a sharp increase in the protection provided by this type of complementary policy.

one pensions office, the Scottish Equitable Life Assurance Society, has been offering a whole life profit-sharing policy (which can be written on a trust basis) where, until the policyholder reaches 75, the sum assured is no more than the bare minimum for the policy to qualify in the eyes of the inland revenue. The sum assured is simply 75 per cent of premiums payable up to the age of 75.

When, however, a policyholder reaches 75, automatically there is a significant increase in the sum assured, and the policy starts to participate in profits—backdated to inception. In this way, therefore, low cover is provided until 75. When the other cover ceases, at that age, there is a sharp increase in the protection provided by this type of complementary policy.

one pensions office, the Scottish Equitable Life Assurance Society, has been offering a whole life profit-sharing policy (which can be written on a trust basis) where, until the policyholder reaches 75, the sum assured is no more than the bare minimum for the policy to qualify in the eyes of the inland revenue. The sum assured is simply 75 per cent of premiums payable up to the age of 75.

When, however, a policyholder reaches 75, automatically there is a significant increase in the sum assured, and the policy starts to participate in profits—backdated to inception. In this way, therefore, low cover is provided until 75. When the other cover ceases, at that age, there is a sharp increase in the protection provided by this type of complementary policy.

one pensions office, the Scottish Equitable Life Assurance Society, has been offering a whole life profit-sharing policy (which can be written on a trust basis) where, until the policyholder reaches 75, the sum assured is no more than the bare minimum for the policy to qualify in the eyes of the inland revenue. The sum assured is simply 75 per cent of premiums payable up to the age of 75.

When, however, a policyholder reaches 75, automatically there is a significant increase in the sum assured, and the policy starts to participate in profits—backdated to inception. In this way, therefore, low cover is provided until 75. When the other cover ceases, at that age, there is a sharp increase in the protection provided by this type of complementary policy.

one pensions office, the Scottish Equitable Life Assurance Society, has been offering a whole life profit-sharing policy (which can be written on a trust basis) where, until the policyholder reaches 75, the sum assured is no more than the bare minimum for the policy to qualify in the eyes of the inland revenue. The sum assured is simply 75 per cent of premiums payable up to the age of 75.

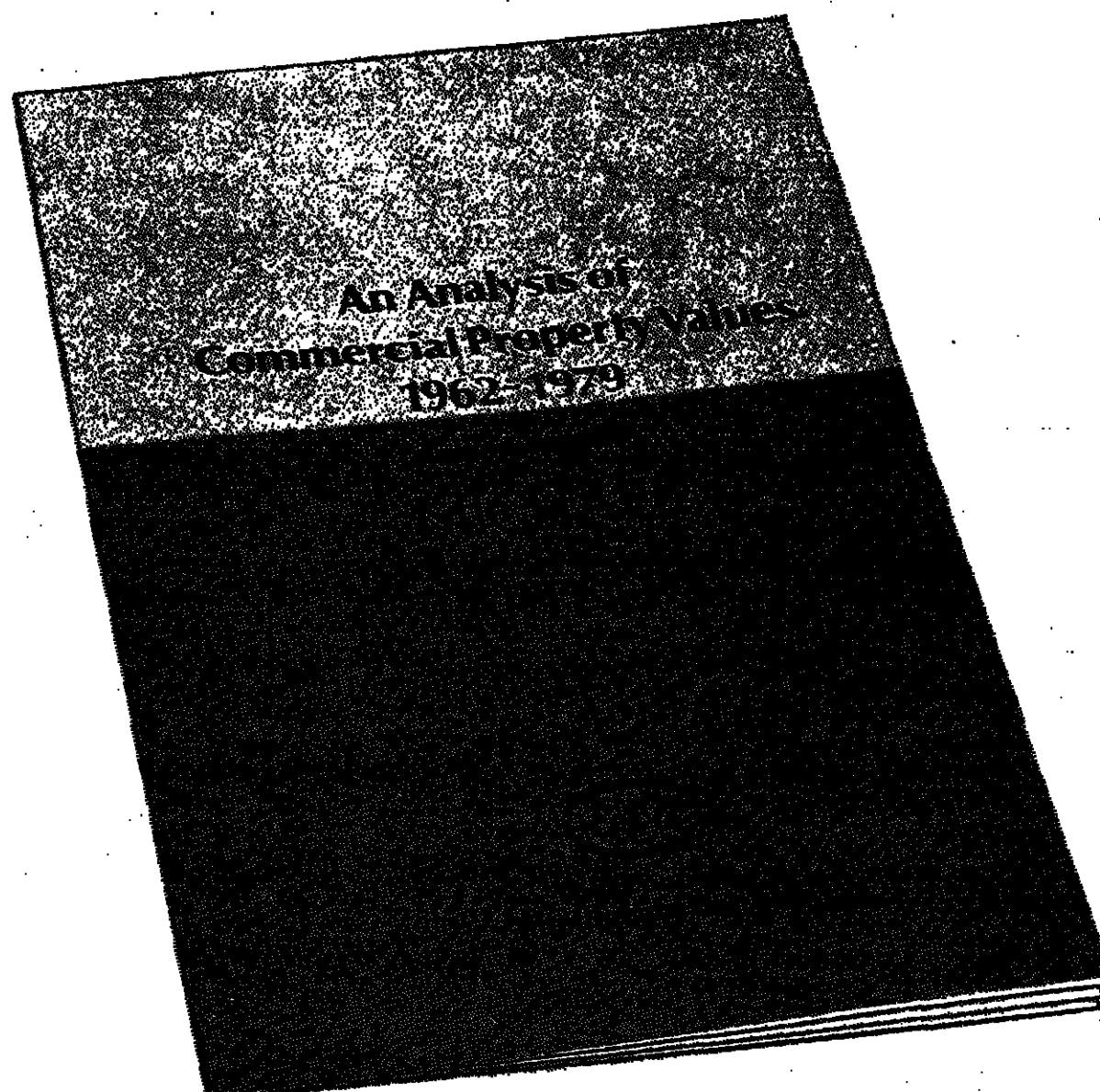
When, however, a policyholder reaches 75, automatically there is a significant increase in the sum assured, and the policy starts to participate in profits—backdated to inception. In this way, therefore, low cover is provided until 75. When the other cover ceases, at that age, there is a sharp increase in the protection provided by this type of complementary policy.

one pensions office, the Scottish Equitable Life Assurance Society, has been offering a whole life profit-sharing policy (which can be written on a trust basis) where, until the policyholder reaches 75, the sum assured is no more than the bare minimum for the policy to qualify in the eyes of the inland revenue. The sum assured is simply 75 per cent of premiums payable up to the age of 75.

When, however, a policyholder reaches 75, automatically there is a significant increase in the sum assured, and the policy starts to participate in profits—backdated to inception. In this way, therefore, low cover is provided until 75. When the other cover ceases, at that age, there is a sharp increase in the protection provided by this type of complementary policy.

# £3,299,000,000

is the value of the portfolios in the Michael Laurie & Partners/Economist Intelligence Unit Property Performance Index



This index which is based on the aggregation of the actual property portfolios of Insurance Companies, Pension Funds, Superannuation Funds, Property Unit Trusts and Property Bonds establishes a direct basis for the evaluation of the performance of property investments. This survey, the sixth in a series, also provides statistics on rents, yields and capital values in the U.K. property market.

Available on request from:-  
Ref: KMP

MICHAEL LAURIE & PARTNERS  
FITZROY HOUSE  
18/20 GRAFTON STREET  
LONDON W1X 4DD  
01-493 7050  
Telex 22613

Prestel No. 224488

## Cut out your pension problems

To: David Nichols, Director,  
C E Heath, Urquhart (Life & Pensions) Limited,  
177 King's Road, Reading RG1 4EY

Please send me a FREE copy of your book  
'Employee benefit problems'

NAME

COMPANY

ADDRESS

Employee benefit problems  
—a service that helps you solve them

Having difficulty keeping up with the complexities of pensions legislation? Finding that administering your employee benefit scheme is developing into a full-time headache? This book will help you. It tells about the specialist Employee Benefit services provided by the C E Heath Group, which include consultancy, administration, education, actuarial and documentary services, international advice, individual and retirement counselling.

We are one of the world's most experienced specialists in this field, with a history going back to the founding of the C E Heath Group by Cuthbert Heath in 1882. We offer you the benefits of our knowledge and skill, plus the advantages which come from the Heath Group's world-wide resources, its links with Lloyd's and its tradition of unshakeable integrity.

Take the first step to solving your employee benefit problems now. Ask your secretary to fill in and post the coupon for your FREE copy of our book.

C E Heath, Urquhart  
(Life & Pensions) Limited

177 King's Road, Reading RG1 4EY Tel: 0734 585036  
and at Cuthbert Heath House, 150 Minorities, London EC3N 1NR Tel: 01-488 2488.

Associated Offices at: Aberdeen, Birmingham, Bolton, Dundee, Manchester, Middlesbrough, Norwich and Southend.

## Preparing for a good life when working days are done

1,500 people will retire tomorrow another 1,500 the day after. The number entering retirement is accelerating as the Government pursues its policy of encouraging early retirement to alleviate unemployment among younger people. Unfortunately few people are prepared to deal with a life which gives them 2,000 hours of leisure a year and freedom of choice in how they plan their days.

Most pension funds of any size have several senior managers specializing in various aspects of them: investment, payroll and welfare. Most personnel managers take on the job because they are deeply interested in people; and most accept that a company's responsibility for its workers does not end at retirement.

Along the fringes of pension and personnel management are two other categories: employee benefits consultants (usually for manufacturing), and welfare officers (usually for shop-floor staff).

Who is best equipped to deal with the preparation of staff? Who can ensure that people approaching this stage of life see it as a new beginning, or *troisième âge*, as the French call it. I put the question to Professor Alastair Heron, chairman of the Association for Pre Retirement who summarized the six points which have become the guidelines for those concerned with retirement education: attitude, health, housing, money, employment, leisure.

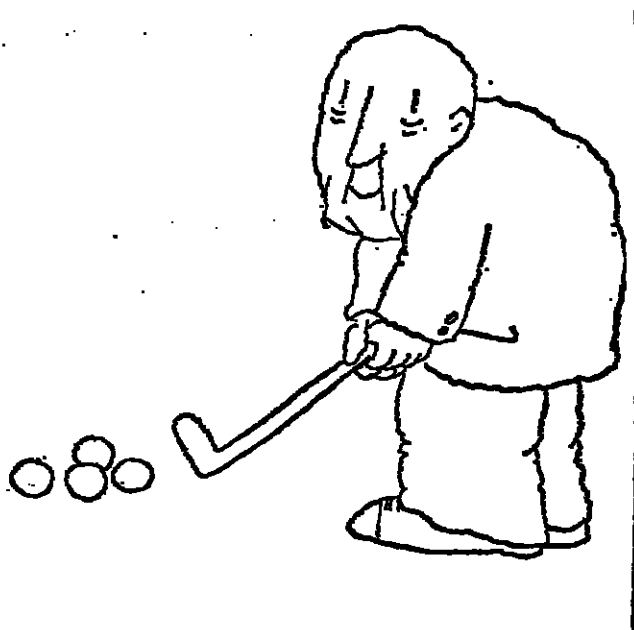
He replied: "Preparation for retirement programmes will be designed, launched and maintained successfully only within an employing organization of any type if the full backing of top management has first been secured. The responsibility for such programmes can then be located in which ever section of the organization's structure is most appropriate and best equipped for the purpose."

Professor Heron's wish is

gaining ground. The policy decisions regarding pensions and pre-retirement education are being taken at board level, and pension and personnel departments are sharing the responsibility. An inevitable overlap concerns post-retirement care, and here many companies set up a voluntary visiting service which adds a personal touch to company care. Unilever, Allied Breweries, Ford and Marks & Spencer are just a few following this policy.

For many years trade unions paid little or no attention to pensioners. But Eric Lord Feather and now Mr Len Murray have alerted their members to the need to be involved in the battle for better pensions and retirement training. Since his retirement from full-time union affairs, Mr Jack Jones has devoted much time to the cause of pensioners, while Mr Tom Jackson is as much concerned about Post Office pensioners as he is about the men in employment.

This trade union interest in the problem, as much as the publicity generated by the National Association of Pension Funds and the work of the Occupational Pensions Board, has alerted directors to the need for providing properly organized retirement education.





# Do you know someone in the City who knows about PENSION FUND MANAGEMENT SERVICE?



Do you know that we are one of the largest pension fund investment managers in Europe?

Do you know that we have a complete range of exempt unit trusts?

Do you know that our computerised administration is one of the most advanced that is available?

Do you know that our fees are as competitive as any in the market place?

Do you know that we have achieved a good consistent performance record?

Do you know that we will manage pension funds with assets or cash flow of £25,000 or above?

Do you know that you can contact Paul Talbot on 01-628 8011 for further information?

**Hill Samuel Investment Management Limited**  
45 Beech Street London EC2P 2LX



## Pension Fund Managers: Compare our last 5 years with your last 5 years.

Five years is usually considered a reasonable time over which to assess your investments. It's also a reasonable time over which to assess the Master Fund of the GRE Pension Management Company.

Among mixed unit-linked managed funds, you'll find its performance is very impressive. Over the five years 1975-1979, it has rarely been out of the top five performing funds of its type.

If you feel a mixed fund has its limitations, may we recommend our six new portfolios?

They're managed by the same successful team that has produced the Master Fund's

outstanding record. And they're linked to Property, Equity, Deposit, Fixed Interest, International and Mixed Fund investments.

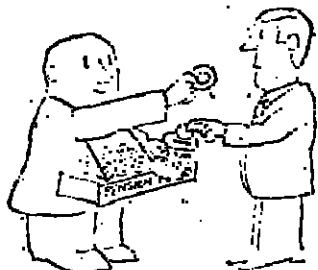
You can invest in any combination of these funds, to suit your individual requirements.

For further information on any of the funds, or other ways in which our unrivalled experience in day-to-day pensions administration may help you, contact your usual financial adviser. Or GRE Field Operations on 01-283 7101.

**Guardian  
Royal Exchange  
Assurance**  
Head Office: Royal Exchange, London EC3V 7LS

### GREAT INVESTMENT

#### PENSIONS



J. Dundas Hamilton examines funded and unfunded schemes, and Maurice Oldfield looks at what happens when a man changes his job

### Public and private options

Riders of hobby horses tend to accompany their prancing with loud cries, and none has raised his voice more vigorously lately than the critics of funded pension schemes.

Most occupational pension funds in the United Kingdom's private sector are subscribed to on a capitalization system: the capital value of future benefits is calculated by the actuaries to the scheme and set aside out of current earnings. This money is invested, and such schemes are said to be funded.

Unfunded schemes operate on a pay-as-you-go system, in which no account is taken of future liabilities and the only payments out of current earnings are the benefits to present pensioners. The Civil Service, for example, is covered by the pay-as-you-go system, and its scheme is also committed to post-retirement indexation guaranteed by the Government.

Few critics of the funded schemes believe that the capitalization system is inappropriate to the private sector, because of the essential factor of security; pension liabilities must be divorced from the overall liabilities of the employer, so that the pension rights of the employee are protected even if the business fails.

This argument carries less weight with funds in the public sector, in particular those for employees of local authorities and nationalized industries. The pension funds of both groups are investing massive amounts in both property and securities. If funding were discontinued, contributions of £1,750m a year would be available to the nationalized industries and £750m to the local authorities.

The pension funds of both groups are investing massive amounts in both property and securities. If funding were discontinued, contributions of £1,750m a year would be available to the nationalized industries and £750m to the local authorities.

The pension funds of both groups are investing massive amounts in both property and securities. If funding were discontinued, contributions of £1,750m a year would be available to the nationalized industries and £750m to the local authorities.

Whatever courses of action were taken by public sector organizations to make use of the contributions released by a switch to pay-as-you-go, the result would be either to depress industrial investment or to cause a smaller reduction in the public sector borrowing requirement than the flow of savings available to finance it.

The Consultative Committee of Accountancy Bodies, which is composed of chartered accountants, certified accountants, cost and management accountants, and the Institute of Public Finance and Accountancy, emphasized the importance of funding in its evidence to the Wilson committee: "In principle, we believe that the ultimate objective should be to require extensive funding of all occupational pension schemes", it said.

Far from endorsing further unfunding, this eminent group is advising a move in the opposite direction.

What trends are likely to affect a decision on whether to switch to pay-as-you-go? Advances in medical science are likely to increase the longevity of pensioners. Retirement is likely to occur at an earlier age than 65, both for social and political reasons. Technological developments, particularly the effect of microprocessors, will alter the pattern of employment, even if it does cause the workforce to be much smaller.

All these factors emphasize the caution which must be exercised in making any change from the funding of pension schemes. The state has little or no resources of its own, so that the money for unfunded benefits comes from the pockets of the public, and there is a limit to the amount of taxation which the public will bear.

Some of the critics of funding are members of the Government, and the solution may ultimately lie in their own hands. Government's job is to provide an environment in which people are encouraged to be more productive and in which the control of economic policy is based on the well-ordered rules of good housekeeping.

If it tries to do this effectively (and it cannot succeed without the help and determination of the public), then inflation will fall, interest rates will be reduced, the pressure of public-sector borrowing will decline, and real rates of return on investment will re-emerge.

When that happens, the whole question of funding or unfunding will be of only academic significance.

The author is senior partner, Fielding Newson-Smith and Co.

This money could be used locally to reduce prices or rates, or nationally to reduce the public sector borrowing requirement.

If the existing investment portfolios were handed over to the state, assets of about £5,000m from local authorities and £11,000m from nationalized industries would be available for disposal, thus again making a major contribution to reducing public sector borrowing. The reasons for arguing for continuing funding in the public sector have been developed by several institutions and associations in evidence to the Wilson Committee. The most telling are summarized below.

Costs of future pensions should be met when the liability is incurred, otherwise costs are distorted. This is particularly important where nationalized industries are in competition with private concerns.

If a national economic pensions policy is to achieve its objectives, it should make a positive contribution to economic growth. This requires restraint in consumption and a willingness to use resources for productive investment. People are more likely to accept that restraint if they have the feeling that their contributions are being set aside for their old age.

If real rates of return are expected (and negative rates are a phenomenon of only the past few years), it is cheaper to put aside money now and invest to meet pay them later than it is to pay them later.

The fundamental flaw is that the pensions of today's employees are paid for by the contributions of tomorrow's workforce. It is the philosophy of hire purchase against the philosophy of life, and its viability depends upon the acceptance by future generations of the burdens of the past.

The economic effect of unfunding is more complex and more far-reaching than simply cutting £2,500m off public spending. A switch to pay-as-you-go would not, of itself, make any additional resources available to the economy.

Whatever courses of action were taken by public sector organizations to make use of the contributions released by a switch to pay-as-you-go, the result would be either to depress industrial investment or to cause a smaller reduction in the public sector borrowing requirement than the flow of savings available to finance it.

The Consultative Committee of Accountancy Bodies, which is composed of chartered accountants, certified accountants, cost and management accountants, and the Institute of Public Finance and Accountancy, emphasized the importance of funding in its evidence to the Wilson committee: "In principle, we believe that the ultimate objective should be to require extensive funding of all occupational pension schemes", it said.

Far from endorsing further unfunding, this eminent group is advising a move in the opposite direction.

What trends are likely to affect a decision on whether to switch to pay-as-you-go? Advances in medical science are likely to increase the longevity of pensioners. Retirement is likely to occur at an earlier age than 65, both for social and political reasons. Technological developments, particularly the effect of microprocessors, will alter the pattern of employment, even if it does cause the workforce to be much smaller.

All these factors emphasize the caution which must be exercised in making any change from the funding of pension schemes. The state has little or no resources of its own, so that the money for unfunded benefits comes from the pockets of the public, and there is a limit to the amount of taxation which the public will bear.

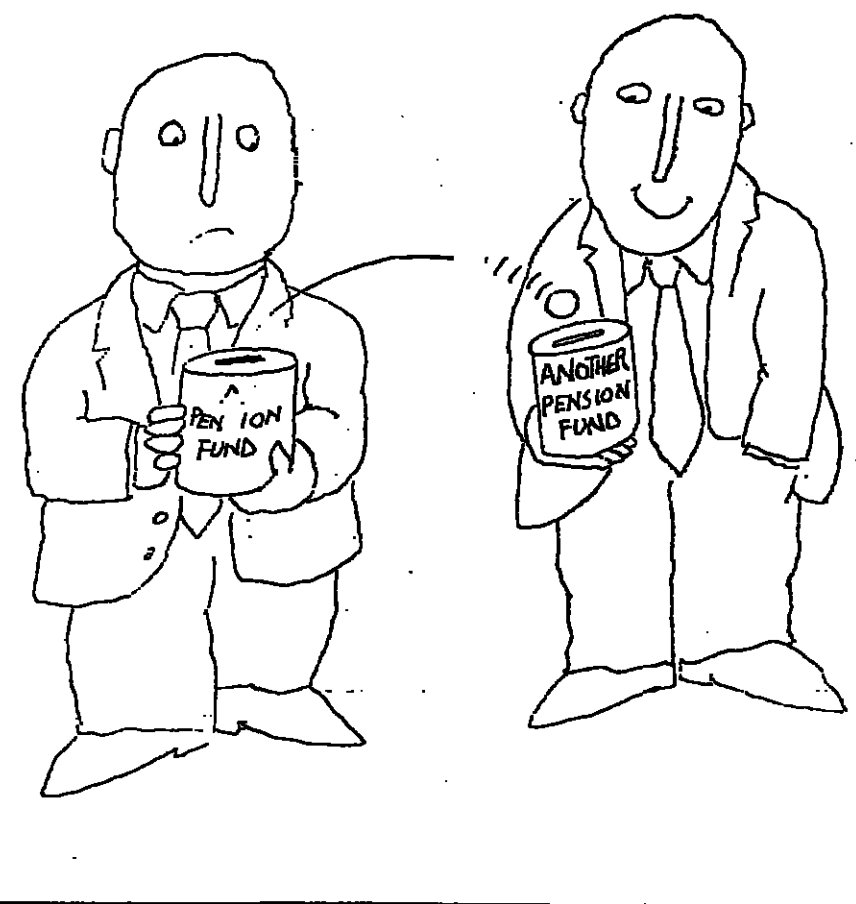
Some of the critics of funding are members of the Government, and the solution may ultimately lie in their own hands. Government's job is to provide an environment in which people are encouraged to be more productive and in which the control of economic policy is based on the well-ordered rules of good housekeeping.

If it tries to do this effectively (and it cannot succeed without the help and determination of the public), then inflation will fall, interest rates will be reduced, the pressure of public-sector borrowing will decline, and real rates of return on investment will re-emerge.

When that happens, the whole question of funding or unfunding will be of only academic significance.

The author is senior partner, Fielding Newson-Smith and Co.

### Keep a watch on your transfer fees



For the person leaving do not provide greater eventual benefits? To go back to the example, during the 20 years during which Mr Jones and Mr Brown both worked for XYZ, identical contributions went into the XYZ fund.

But in relation to that period Mr Brown eventually earned £1,500 a year pension, and Mr Jones £4,000. The difference arises because the contributions are average contributions. Mr Jones and Mr Brown may, indeed, have both paid 5 per cent of their earnings, but if the company contribution was on average 10 per cent, then it does not mean that a separate account for each member is credited with that 10 per cent.

At the age of 25 the member's own contributions will provide more than the scale of benefits laid down in the rules of the fund. Where members leave in their twenties it is often the case that their own contributions will be worth more than the value, at that time, of the deferred pension.

In other words, the transfer value will represent the member's contributions only. This is because as the member gets older, the costs increase in geometrical proportions.

To put the second half of Mr Jones's pension (equal in value to the first half, £4,000 a year), a much higher annual input will be required. The reason is simple: the first year's contribution will earn cumulative interest for 40 years, tax-free. The £25 contributed by the member, being 5 per cent of his salary in his first year, would by his last year have become £543 at a modest 8 per cent annual rate of interest.

His contribution in his last year, based on a salary 24 times as much as in the first year, will be worth only £600, roughly the same as the first year's contribution.

If all people leaving were to be credited with the average company contribution, in calculating transfer values, those leaving before the average age (say early 40s) would have transfers which would be much more than sufficient to buy pension relief even to their projected final salary. Equally, the pension fund would have insufficient resources to meet the entitlements building up for those over average age (whether or not they later leave).

So it really comes down to two key issues. The effects of inflation, which are reduced for the member who remains in service by the fact that his pension is based on final pay, are adverse for the person leaving early because his final pay in consequence with his deferred pension is fixed at the point of changing jobs. And the order of priorities, which increasingly is decided in consultation with the members, tends to apply resources towards increasing the benefits of those in service, rather than improving the transfer values of those who leave.

Attitudes are changing as a result of the growing number of employees with pension expectations, the increase in these expectations, the restrictions placed on the trustees in refunding contributions, and the guaranteed minimum pensions arising under the 1978 state-earnings-related scheme. This focuses attention on maintaining the purchasing power of deferred pensions.

There is no pension problem which cannot be resolved by increasing the amount of money available. It is estimated that granting increases at the rate of 8 1/2 per cent a year, between the date of leaving and retirement date, to deferred benefits or transfer values may increase the pensions bill by a tenth. But it would be agreed almost universally that this should only be done if pensions already being paid were similarly protected, and this could double the total pensions costs.

What is more likely is a compromise whereby pensions deferred and pensions in course of payment are both subject to annual increases of say 2 1/2 per cent. This could mean that a total member/company contribution rate of 15 per cent

would become about 20 per cent. If this had happened Mr Brown's case his pension would have been nearly £2,500 (instead of £1,500), bringing his benefits to nearly 55 per cent of his final pay. It is probably as far as current attitudes would approve.

One thing is certain: Administrative transfers must be encouraged, and time passes and the position of present pensioners' present members' transfers values will become more important.

The author is vice-chairman, National Association of Pension Funds and group sions executive Al Breweries.

## You spend your life looking after others.

### Is this all you've got to look forward to?

- \* SWPF offers pension schemes tailor-made to the needs of charities and voluntary organisations etc.
- \* Independent fund - pays no commissions, therefore low management expenses.
- \* First class investments mean great value for money, even for early leavers.
- \* Democratic - members elect management and are fully informed.
- \* Cautious quotations ensure realistic expectations.
- \* Just send coupon for full details.

**Social Workers  
Pension Fund**

Name \_\_\_\_\_

Address \_\_\_\_\_

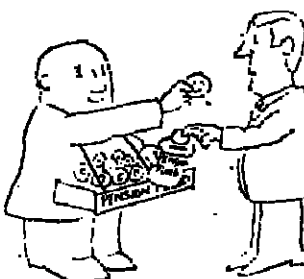
93-95 Borough High Street, London SE1 1NL 01-403 031

مركز من الأصل



## PENSIONS

Tom Heyes explains how the funds formulate investment policies while K. Cole examines changes in the provision for women



## Long-term problems in getting the asset mix right

A spotlight of public interest is once again focused on pension funds, and in particular on their investment policies. The figures involved are huge, both in terms of capital values of assets and in the annual accretion of new money. How do large funds about formulating their investment policies to handle money? What are the factors that have to be considered?

There are fundamental features common to all pension funds which must be taken into account when formulating policy:

1. A young person joining a pension fund today may reasonably expect 40 to 45 years in employment and a further 15 to 20 years as a pensioner. Thus, even if he or she is the last person ever recruited by the parent company of the pension fund, some part of its investment policy will relate to a period 60 years or so away. In a continuing situation there will always be the need to consider the pension of the latest recruit, and in a normal, growing fund the time horizon for policy-making will be 40 to 60 years.

2. The long-term nature of pension funds can be an advantage, for example when considering certain types of large-scale property development which may take several years before they begin to produce income.

However, there are real problems in the long-term which arise from the disastrous effect inflation can

have on the best laid plans for paying pensions. In this context, the levels of inflation in the past few years have been horrific, but even looking at longer periods, including times of alleged stability, the problem is still serious. A pension fund's commitments can never be exactly quantified if it is to meet the aspirations of pensioners to have a pension which keeps pace with inflation throughout their lives.

3. The currency in which the liabilities will be paid must also be taken into account. A British fund will generally be obliged to pay its pensions in sterling and this must be a constraint when the question of investment in overseas countries is considered.

Having considered the objectives and general nature of the problem, what are the more detailed factors that must be considered?

The first of these is the asset mix or distribution of money over the various investment sectors available. The table shows the holdings of pension funds in market values and percentage terms at February, 1979.

Cash has been ignored for the purpose of this examination because it is really only a short-term alternative to money awaiting investment in one of the other sectors.

Why are assets distributed in the way they are? What are the attributes of the various sectors? If we return to the factors considered

under the general nature of pension funds, it can be seen that the requirement is for long-term growth of assets consistent with meeting the need to be able to pay pensions when they fall due.

To understand why money is distributed in the way that it is, two things must be understood. The first is the relative risk factor that can be attributed to each sector, and the second is the concept of "total return".

Let us consider risk factors first. They fall under three heads:

### Fixed-interest securities

These can be divided into two main areas: First, the obligations of the United Kingdom Government—gilts as they are called—and second, the obligations of British corporations—debentures and loan stocks. Apart from unsecured securities, United Kingdom government

debt is risk free in the sense that it is certain that at some date (and the date of repayment varies from stock to stock) the investor will get back the same amount of money he originally invested. This will not take any account of inflation.

The stocks have the added advantage of being readily salable. The same can be said, but to a lesser extent, about debenture stocks, provided that the company which has issued the stock continues in existence. The risk of this not happening will vary from company to

company and over time as industrial conditions change. In present conditions, there is only a small market for debenture and loan stocks.

### Equities

The holders of the ordinary stocks and shares of United Kingdom companies are the recipients of the residual income after all other expenses have been met. Similarly, they are the owners of the residual capital after all other debts have been repaid. Looked at in isolation, an investment in a single ordinary stock can be risky, but pension funds spread the risk by holding a selection of stocks. Equities in the leading 200 to 300 companies are fairly easy to buy and sell in all but the most abnormal market conditions.

### Property

In terms of security of income, property rents are low on the risk scale. Companies will pay their rent before they pay their dividend and sometimes even before they pay their debenture interest.

Property has the disadvantage of coming in large amounts so that only the large funds can achieve a reasonable level of diversification. This can, however, be overcome largely by the small funds taking an interest in property unit trusts. Properties are not easy to buy or sell quickly but increasingly it can be argued that good quality ones are no less marketable than a

large holding in an ordinary stock.

Now let us turn to the concept of total return. The initial return on government securities (including redemption yield) is at present about 15 per cent; the initial yield on the FT Actuaries All Share Index is 6.7 per cent, and on first-class properties between 5 per cent and 8 per cent. With such an apparently clear margin in favour of government securities, why does anybody buy equities or property? There must be another factor which is not immediately apparent.

There is—the yield on the government security is the initial yield and the yield for the rest of the life of the stock. The yield on equities and property can grow as dividends and rents increase. It is fairly easy to demonstrate mathematically that over longish periods the yield on a property or an equity is the sum of its initial return as well as the annual percentage growth rate in that return. It thus becomes possible for long-term investors to make comparison between the various sectors.

Returning then to the asset mix problems and the table showing how pension funds have actually allocated their assets over the various sectors, it is possible to appreciate how policies have been laid down to meet the overall objectives of the pension funds.

continued on page IX

## Let Wigham Poland Pension Consultants meet your needs with...

### Consultancy

Today, tomorrow and into the future, you and your employees need information, technical advice and responsive personal service on pension matters.

### Computerised Administration

CEBA, a unique system of Computerised Employee Benefits Administration, has been developed to provide a complete service to the Company and to Scheme Members by offering simplified schedules, annual benefit statements and statutory notices to the D.H.S.S.

### Actuarial Services

Our Actuaries provide a full actuarial service for pension funds. They advise on such matters as assessment of funding rates, actuarial valuations and investment strategy, and this advice is made available to our clients.

### Trusteeship

Wigham Poland Trustees Ltd. is empowered to act in a fiduciary capacity for pension schemes including the responsibility of administrator under the Social Security Pensions Act 1975 and the Finance Act 1970.

Write or telephone  
**Wigham Poland Pension Consultants Limited**  
Berrington House, 24-26 Minster, London EC3N 1BY. Telephone: 01-481 0505.

## A better deal for mothers and divorcees

new era for women? That what Mrs Barbara Castle said the new pension law would introduce when it came into force in April 1978; and certainly it has some features which will make a big difference to the pensions of many women.

First, the option for married women and widows to pay a reduced rate of social security contributions being phased out. Women employed who have been to do so may continue to pay at the reduced rate, but women newly employed on or after April 6, 1977, will have to pay the full contributions.

Second, a woman who stays at home to look after her children may be credited with contributions towards the basic flat-rate state pension for up to 20 years. This "home responsibilities" credit can also apply to men, and it does not have to be children who are being looked after; it may, for instance, be an invalid relative. Furthermore, as few as 20 years' contributions to the new scheme will obtain the full "additional component" of state pension.

This means that increasingly a woman who stops working to have a family and then returns, will eventually enjoy entitlement to full state pension (that rate and related to her wages) in her own right.

A woman now paying the reduced contributions can elect to change from any April, but once she does so there is no going back. The extra cost to her and the extra benefit gained would depend on whether she was already a member of a contracted-out scheme and on her individual circumstances. This greater provision and

protection will extend to a divorced woman. She will be able to claim the credit of her husband's contributions up to the time of the divorce, for her basic pension. If she continues in employment afterwards she will become immediately liable to pay full contributions and so (with this credit) will be able to establish a full entitlement to benefits in her own right.

She cannot, however, accumulate credits from a succession of husbands: if she has been married more than once the credit applies only to her latest husband's contributions. If, on the other hand, she has to stay at home to look after the children she will also be able to obtain "home responsibilities" credit.

A widow's situation is improved by a provision that the new wage-related benefit earned by a man will continue in full to his wife after his death, provided she satisfies the age requirements; and even if she is under 40 and has no children (and therefore will not

be entitled to a state widow's pension) she will, like a divorced woman, have the benefit of her husband's previous contributions towards her own retirement pension.

If she is receiving a widow's pension she can, while she is working, acquire additional retirement benefits but not so as to make her total benefit greater than the maximum a single person would receive who had always been earning above the state scheme maximum.

In accordance with the principle of equal treatment, if a woman dies before her husband, her pension may continue to him, though not so as to increase his total pension above the maximum. However, conditions are more restrictive than for widows' benefits, and both husband and wife must be over state pension age at the time of her death.

All these changes are in the state scheme, but the new law will also extend the provision of benefits for women in occupational pension schemes.

In the past there has often been no scheme for women or else membership has been optional for them. In future, if there is a scheme for men then there must be one for women—it does not have to be the same one but it must have the same eligibility rules. And if membership is compulsory for men it must also be compulsory for women.

However, women who were not covered in the past do not have to be brought into schemes now. There are some loopholes in this law; it appears to be still possible to treat married women differently. Nevertheless, within a few years the new law could considerably increase the number of women covered by occupational schemes.

The scope for change in this area can be gauged from figures quoted in the Government Actuary's latest (1975) survey. These show that in the private sector, whereas 52 per cent of male employees were members of schemes, only 17 per cent of women were. In the public sector the gap between men and women, although smaller, was still considerable.

Contracting-out is also likely to have a considerable impact on provision for women. In particular, many schemes will have introduced, or improved, widows' pensions so as to meet the statutory requirements for contracting-out.

Some occupational schemes have adopted more fully the modern attitude and, taking a leaf out of the new state scheme book, have provided for widows' pensions on the death of a woman member. A few schemes have introduced more flexible dependants' pension arrangements so that, for example, where a man has been divorced and remarried his widow's pension may be divided between the two wives, perhaps in proportion to his period of membership before and after divorce.

The author is group pensions director, Reckitt & Colman.

Do you need to explain anything about pensions to anybody?



## You make them sit down We'll make them sit up

The award-winning team at Pensions Communications Limited can help you put across any particular message in a clear, relevant and interesting way. With an a/v programme, video, film or the printed word. A number of standard presentations on various pensions topics are already

available. Some of these can be personalised by adding details of your company. Or we can make you a special programme tailored to your particular needs. For further details, just contact Tony Barnett on 01-836 0437.

See you at NAPF  
**Pensions Communications Limited**  
12-13 Henrietta Street, London WC2E 8LH. Telephone: 01-836 0437.

## Pension funds require efficient and impartial management

**MARTIN CURRIE INVESTMENT MANAGEMENT**

Offers—A wholly independent service entirely devoted to investment management for a limited number of clients. The personal attention of directors who

are solely responsible for all investment decisions and are currently entrusted with funds of approximately £300m. A set fee structure with no hidden charges.

For further details contact Michael Kennedy or David Skinner at—

Martin Currie Investment Management Ltd.  
29 Charlotte Square Edinburgh.  
Telephone 031-225 3811.

Think of a thousand million pounds. Think of 500 client pension funds of all sizes, each one flexibly managed to its individual needs.

Think of 50 years pension fund experience. Think of Britain's biggest Managed Fund.

Think Legal & General.



For details, contact Keith Hall: Legal & General Assurance (Pensions Management) Ltd., Temple Court, 11 Queen Victoria Street, London EC4N 1TP. 01-248 2276.



# The M&G Pension Fund Investment Service.

For some years now M&G have been providing an investment management service for the pension funds of companies and public corporations, as well as charitable foundations.

We are now extending this facility and taking on new clients for our Pension Fund Investment Service. Our independent status, wide contacts with stockbrokers and the very substantial volume of investments under M&G management place us in an ideal position to provide an investment service of this type.

For a copy of our booklet "The M&G Pension Fund Investment Service," or to arrange an appointment to discuss the investment management of your Company's pension fund, please write to:

**David Morgan**  
M&G INVESTMENT MANAGEMENT LTD  
Three Quays, Tower Hill  
London EC3R 6BQ  
Telephone: 01-626 4588

**M&G**

THE M&G GROUP

## Heywood & Partners for computerised pension administration

- Our computer system PASSMAN provides pension administration for companies of all types and sizes.
- PASSMAN can be run on your company's own computer or ours.
- It provides immediate and comprehensive management and personnel data.
- We play a leading role in CLASS - the computerised local authority superannuation system.
- And with these systems we help to administer the pension arrangements of over one million members.

For details contact Ian Hodgson or Bob Chadwick on 051-236 0881 or at the address below.

**Heywood & Partners** 30 Exchange Street East, Liverpool L2 3QB.

### PENSIONS



Margaret Stone describes special factors affecting schemes for employees of small companies, and Dennis Blair the effects of mergers on pensioners' rights and contributions

## Small schemes hit rich vein

A rich new vein has been struck by the pensions industry. Consultants, established life offices and the newer unit-linked life assurance companies have spent the past 12 months staking their claims in this latest goldfield—the small, self-administered pension scheme.

The Finance Act of 1973 permitted controlling directors to participate in their own occupational schemes, as opposed to relying on self-employed arrangements based on their earnings and a strictly defined upper limit. Since then, the potential for marketing such schemes has been clearly indicated.

In 1974, the Superannuation Funds Office (allied to the inland revenue) altered the rules for self-administered schemes, reducing the number of necessary participants from at least 20 to 12, and introducing extra controls if fewer than 12 were involved.

This was good news, but it was not until February, 1979, when the Superannuation Funds Office issued its Memorandum 58, that small, self-administered pension schemes really flourished.

The memorandum, now well enshrined in pensions history, deals specifically with the small company pension scheme defined as having fewer than 12 members. The key provision concerns the fund's ability to lend back to the company up to 50 per cent of its assets. The other half has to be invested conventionally.

Apart from having their own say in conventional investments, directors cannot only look after their own pension arrangements in a tax-efficient manner, but also do their company a good turn.

There is a number of ways in which member directors of small, self-administered schemes can plough money back into their companies. Perhaps the most inviting choice is through secured or unsecured loans—useful for short-term capital injections when there are cash flow shortages. There is nothing, of course, to stop long-term lending.

Another way to help the company through a small self-administered scheme is to get involved with sale and leaseback arrangements with company premises. Property is acquired and leased back to the company—although, of course, the lease must fall in before the pension payments fall due.

A further option available is to buy shares in the company, whether quoted or not. Direct investments in fixed interest and loan stock is also permitted. This kind of self-investment is frowned upon by the occupational pension fund because of the possible risk it entails. But for small companies, usually built up by the directors, the

advantages presumably outweigh the risks.

The fund can borrow to acquire assets for the company or alternatively buy and lease plant or machinery. As capital allowances are available on such items, the more sensible course appears to be to take a straight loan from the pension fund and use it to buy the plant and machinery, and claim tax relief for the expenditure.

It might seem obvious that loans from small self-administered pension schemes should be used only to expand or assist the business, but there were rumours about 12 months ago of loans being used for racehorses, yachts, and other luxuries, although evidence of such loans has been hard to come by.

It was to avoid such blatant misuse of funds, among other things, that the Superannuation Funds Office has insisted on the presence of a pensioner trustee, acceptable to the SFO, in the pension scheme. The SFO fears that without such controls the temptation to wind up the fund prematurely for the benefit of its members would be too great.

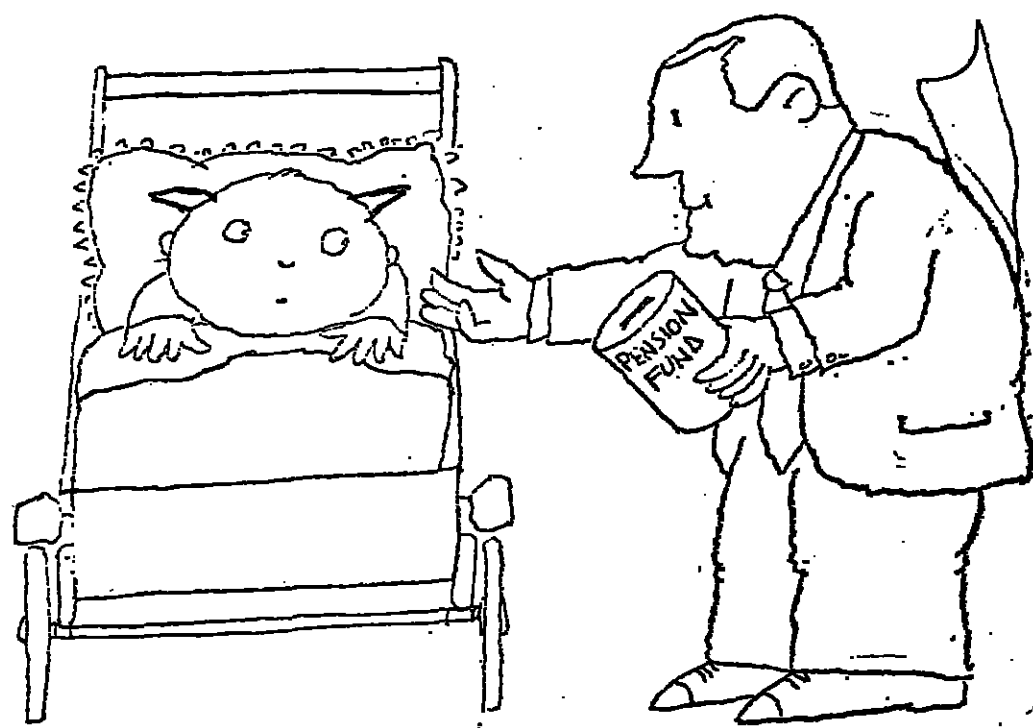
The essence of these small self-administered schemes is their tax efficiency. First of all, the entire contribution in respect of the director is offset against 52 per cent corporation tax. In addition he can put up to 15 per cent of his earnings each year into the fund—which, like any other pension fund, is immune from all taxes.

In the wake of Memorandum 58, there have been a series of important developments, not least of which was the formation on April 6, 1979, of the Association of Pensioner Trustees. Its membership is more than 170 strong and includes representatives from most of the professions and financial institutions: consulting actuaries, pension consultants, insurance brokers, lawyers, accountants, and insurance and clearing bank officials.

The pension consultants and others who are marketing small self-administered schemes offer a variety of options. Some provide investment management, although most do not. Investment advice is more readily available, although some prefer to leave this up to the clients themselves. Fees are even more varied, but the average is from £2,000 to £3,000 as an establishment fee, and there may be annual charges too.

Insurance companies have a different approach. For a start, the basis of their arrangements is that the 50 per cent which is conventionally invested should be channelled through their managed funds department. The establishment fees may be lower, but there are costs built into insurance contracts which form half the fund.

There are enough options to suit the most choosy of directors. Everyone involved in this business believes it has much further to go.



## Mergers must not ignore employees' rights

The period before, during and immediately after a takeover or merger is a time of great uncertainty. Rumour and counter-rumour abound; denials are commonplace and bid talks are conducted under a veil of secrecy. Inevitably, morale among the employees directly concerned falls as they contemplate their future with some foreboding.

As recently as 1969, the newly published standard work on pension schemes in its third edition did not contain a solitary reference to this problem. Five years on, a practitioner's guide to pensions suggested that because pension liabilities were small relative to the cost of acquiring a company, the problem of pension rights was often ignored in takeover negotiations. Today, companies disregard the pensions issue at their peril: this is true whether they are buying or selling.

It is true that no business is acquired for its pension fund. Irrespective of which side was responsible for the initial overtures we can be certain that the principals involved in the bid negotiations will not rack the subject of pensions high on the agenda. Nevertheless pension liabilities represent a significant cost and at some stage in the negotiations the issue of pension rights will have to be considered. Equally, both sides have a vested interest in recognizing the advantages of a contented workforce, an objective which applies equally to existing employees as to those who are directly affected by the takeover.

For this reason proper and effective communication, always essential in achieving good labour relations, takes on a particular importance. A lowering of morale will inevitably result from the spread of rumour often exacerbated by press leaks or speculation. Recognizing the necessity for

confidentiality during the crucial and delicate early stages of bid talks, it is all the more essential for both parties, at the first available opportunity, to make the fullest possible disclosure to employees and their representatives.

In this connection, the closest liaison is called for to avoid misinformation, conflicting statements and exaggeration. The memoirs of pension fund managers must be liberally dosed with examples of rash promises given verbally by the new or outgoing boss, over a celebratory or commiseratory drink immediately after the announcement of a successful takeover.

A simple and clear explanation of pension rights is almost a contradiction in terms. Never straightforward, the pension position stemming from a takeover is a minefield, which the employee is unable to avoid.

For instance, if the business, as distinct from the shares, changes hands, there is simultaneously a change of employer, which normally calls for all the pension scheme possibilities associated with leaving service to be offered to the employees. This gives rise to the choice of a preserved pension from the first employer's pension scheme or a transfer of pension rights to the new employer's scheme or, sometimes, still the chance of a refund of contributions.

"That is reasonably uncomplicated," you might say. But what if the new employer does not have a pension scheme? One choice, transfer of pension rights, disappears completely. What if the new company has a pension scheme but cannot or will not accept transfer payments? This may arise through no one's fault; for example, if the first company's scheme is contracted out of the new state earnings-related scheme but the new employer's scheme is not; no transfer, or at best only a limited transfer, is possible and the employee is likely to finish up with two pensions from different sources.

On the other hand, if it is the equity of a company which changes hands, there is continuity of employment and pension rights must depend on the terms of the respective pension schemes. The position of the employees will be influenced according to whether their former company operated its own pension scheme or participated in a group scheme.

At one extreme, if the sale is of a company with its own scheme, the purchaser will also acquire the obligations of that scheme and must decide if it is to be continued in that form. Alternatively, if the sale is of a group, the usual requirement is a partial winding up of the group's pension scheme to enable a transfer of pension rights to take place, that is always assuming that the successful bidder has a pension scheme of its own, ready and willing to receive the transfer.

It is understandable if, by this time, readers have come to the conclusion that for the employee pension rights are approached in a similar fashion to Russian roulette, but with some prospect of receiving a 21-gun salute instead. But several influences, beyond those already described, will determine whether the eventual outcome favours the employee. In particular, before a takeover or merger is completed, the terms of the deal are thrashed out during the negotiating process and subject to the strengths and weaknesses of both sides. Rarely, however, are the

trustees of the respective pension schemes signatories to the sale agreement, so that they can neither influence the outcome nor be bound by clauses purporting to override the terms of the schemes for which the trustees are responsible.

Sometimes, then, sale agreements contain pension provisions which are quite unenforceable, but to which both sides believe they are committed. A common example is the attempt to bind the trustees to a particular basis of calculating transfer value payments when they have total discretion in such matters.

The initial negotiating position of the selling company is often designed to achieve continuity of terms and conditions of employment after the takeover, including maintenance of full pension rights for past service and comparability of pension benefits for future service. This stance is taken not simply for altruistic motives but also to avoid the financial penalties of employment protection legislation under which the selling company can be liable for redundancy payments and possibly for the consequences of constructive dismissal.

If the buying company is to base pensions for past service on salary near retirement it is wrong to assume that the transfer payment from the vendor's pension scheme will be sufficient to cover the full cost of such past service pensions. The liabilities of most pension schemes are met from a combination of existing assets and future contributions; this applies equally to the treatment of past service and future service. This fallacy is responsible for much of the misunderstanding of the reasons for the loss of pension expectation after a change of job.

As long as the buyer's scheme can absorb the assets transferred, and can sustain the salary promise for past service within the existing contribution rate there ought to be no problem, but the willingness is not always there, and the ability to do so will depend on the relative strengths of the respective pension schemes—a subject which even actuaries find difficult.

If the selling company has had a practice of paying pensions out of revenue on a "pay as you go" basis, there are no assets to transfer, but the employees have a reasonable expectation of a pension in this case the buyer, if he demand a reduction in the price of the business, can companies criticized for approach the pensions issue caution, when it is clear that careless or inadequate research assessment of problem will invariably duce an expensive and embarrassing result? example, in a labour-sive business pre-tax p 10 per cent if the co honouring a past se pension commitment s an unexpected increas say, 21 per cent of pay Moreover, because pension schemes can ended at any time, an employer's commitment to extends only to accrued sions without regard future pay increases.

Does the future offer prospect of removing of the uncertainties above? The ap to this question may of measure of comfort. All panies must now provi guaranteed minimum of second pension for employees with ear above the basic state sion. This minimum pe may come from a contra out company pension sc or from the state, and not adversely affected change of job, whether result of a takeover or o wise.

The Government shortly put into effect EEC directive which require employee repres tives to be told in adv the reasons for a prop economic and social ing for affected by it. Also, Government has asked Occupational Pensions E "to consider what fu steps should be taken to tect the occupational per rights and expectations for past service within the existing contribution rate employment".

This is a wide-ranging view calling for an exa tion of the financial ing tions and for reconm tions to be made. The Q report is expected to be lished some time ds 1981. That is a long t have to hold one's breat

The author is chairn governm relations mittee, National Associ of Pension Funds.

Covers all important pensions topics for those professionally concerned  
Contents guided by an Editorial Board of practising specialists  
Regular series on tax, law, trusteeship, overseas developments  
By arrangement carries the NAPP Information Bulletin and is distributed to members as the official journal of the Association  
Recommended reading for Students of the Pensions Management Institute: reports PMI activities  
Subscription and advertising details from the proprietors:

**CARL Communications Ltd**, 60 Thames Street, Sunbury-on-Thames, Middlesex TW16 6AF (Tel: Sunbury 82627)

## In the long term, what really counts?



The Golden Eagle is found in mountainous regions throughout the northern hemisphere. It is probably the world's best known large eagle.

It is success in consistently meeting long term commitments—this marks the most effectively managed pension fund.

In adopting a long term approach, Eagle Pension Funds (EPF) offers fund trustees:

- \* Expertise—A full range of employee benefit services.
- \* Pooled Funds—Up to seven funds to choose from.
- \* Flexibility—We can respond to your needs and, for a large pension fund, can create a segregated fund.

For full details of our services ask your pensions consultant. Alternatively, contact any Eagle Star branch or Eagle Pension Funds Limited, Eagle Star House, 9 Aldgate High Street, London, EC3N 1LD. Telephone: 01-377 8000.

**Eagle Pension Funds Limited EPF**

A member of the Eagle Star Group.

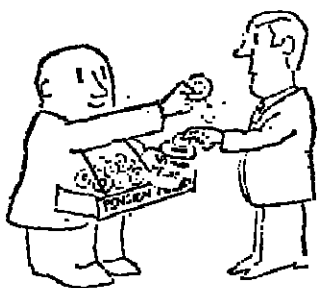
هكذا من الأصل



مركزنا من الأصل

PENSIONS

F. R. Langham compares the British state scheme with those of other EEC countries; and Margaret Stone examines proposals for a new plan for the Civil Service



## UK has unique mixture of systems

pe can be divided into when it comes to state schemes. Denmark, Ireland, the Netherlands, and the United Kingdom provide flat rate pensions. All countries in Europe have state social security schemes, but the United Kingdom is unique in having a mixture of a flat rate pension combined with a state earnings-related pension which is provided either by the state or the employer by means of a contracted-out scheme.

The state social security scheme is under considerable financial strain. The system, which is particularly generous as the pension is payable from age 60 for men and 55 for women, has been under considerable strain for some time. Major revisions are in Parliament.

A German system is also under considerable financial strain. The difficulties have been compounded by a decision taken a few years ago which men could retire at age 63, compared with a normal retirement age of 65. A pension based on service to that date without any contribution for early payment.

For revisions were made to the German system last year to create a more financially stable situation at a stable cost level. These included a reduction in the level of the pension and a reduction in the indexation of pensions in course of payment, and a reduction in the average earnings levels used for determining pensions for early retirement. The effect is that the pension is lower than it would have been if the pension had been indexed to the previous system.

There is a moral to be learned here. In state pay-as-you-go systems it is regrettable that it is too easy for politicians to promise higher pensions. It is regrettable that the cost will not be met until sometime in the future. Unfortunately, pay-as-you-go systems do not have the financial discipline of funded occupational schemes as we know it in this country. It is a moral that it is time that before improvements are made to

state schemes, full account must be taken of the long-term consequences. Otherwise a situation could arise where future working generations might not be prepared to shoulder the pension burdens that previous generations had promised to themselves.

Occupational schemes in Europe are now more and more looked on as a means of supplementing state benefits. In some countries the level of compulsory state provision is so high that there is almost no scope for any private occupational schemes.

In other countries the scope is wide and occupational schemes provide not only benefits on earnings above social security ceilings but also top up benefits for employees whose earnings are below the ceiling where state and other compulsory retirement provision is considered inadequate.

Three main systems of providing occupational pensions have developed in Europe and elsewhere. The first is the system of funded occupational pension schemes as in Britain. The second is the system of pay-as-you-go systems as in the Netherlands. The third is the system of pay-as-you-go systems as in Germany. In the Netherlands, a significant proportion of private occupational schemes is still in the form of money purchase or savings schemes. Occupational schemes are subject to supervision and statutory control in many countries. In some countries there are investment restrictions. For example, certain limits on investment in ordinary shares, or a minimum proportion to be held in government securities. But in none is there a direct direction of investment apart from requirements for investment in government securities.

France has tackled pension provision in a different way. State scheme benefits are moderate, but it is compulsory for nearly all French employers to participate in one of a number of industry-wide occupational schemes. The standard financing system is a pay-as-you-go technique generally called *repartition*. Funds are not accumulated and benefits paid broadly match contributions received.

The system is complicated. The main attraction in the development of the French system was that it was possible to pay from the outset full pensions to former employees who had retired without any benefits before the introduction of the system.

This was particularly important in postwar France because of the dislocation of the economy and the destruction of savings during the war years. A further attraction is that inflation is not a major problem since, if increased, the contributions available for immediate payment to pensioners increase by the same percentage.

Unfortunately, demographic and other difficulties are beginning to emerge. For example, for many years the system for managers employed a particularly favourable ratio of pensioners to contributors because of the expansion of the economy and the development of new technologies, but the ratio of pensioners to contributors is rising sharply. Because of this and other factors it has been necessary in the past year or two to increase sharply contribution rates.

The system also suffers from the usual disadvantage of pay-as-you-go systems as the apparently low cost of benefits in the early years has encouraged pressure for higher benefit levels and lower retirement ages. A lot of concern about the system is being expressed in France, and last year M. Barre, the Prime Minister, went as far as to say that funded arrangements have a lot to commend them, suggested that a study be made.

It is almost impossible to switch from a well established pay-as-you-go system to a funded system because such a change would require a double burden of contributions for a long period. In retrospect, the French would have had a less complex system and might have avoided some of their present difficulties by developing a higher level earnings-related state scheme.

In Germany occupational pension schemes are wide spread and are used to supplement the earnings-related

state scheme. They are generally financed by a book reserve system, although there are privately funded and insured schemes. Because of the rapid inflation in West Germany in the 1920s and during the war, doubt was cast on the ability of accumulated pension funds to preserve their real value.

The main solution adopted has been the creation of unfunded pension reserves in company accounts which have been available for financing directly the expansion of the companies concerned. This solution has received encouragement from the tax authorities since allocations to reserves for pension benefits are deductible for tax.

In order to ensure the security of employees' pension rights employers have to take out credit insurance for these unfunded reserves. The premiums are determined without reference to the creditworthiness of the employer so that they constitute a subsidy from the financially strong to the weak.

In comparing the German system with the British one it must be borne in mind that the major part of German pension provision is made from the social security system and thus the reserves retained within the business to cover the unfunded pension promises are much lower than the size of the equivalent pension funds in the United Kingdom.

Is there another way? The answer is yes, but yes, some countries have much higher level social security benefits than Britain does, but these seem to be increasingly coming under financial pressure and we ought to be cautious before making any further improvement to our state pension system in Britain. Yes, occupational pensions can be financed in different ways.

France might appear to have overcome the problem of inflation, but the demographic problems are becoming serious, the system is complex and the financial discipline of financing benefits in advance is absent so that there have been constant pressures for improvements in benefits that are

proving difficult to finance. The German book reserve system preserves financial discipline since reserves have to be accumulated, but these reserves are not as important in relation to the size of German industry as pension funds in the United Kingdom.

The real answer to the question is that there are other ways, but that if we wished to pursue them we should not start from where we are. We cannot go back to the beginning of the path, and to cut across the fields to another path is fraught with dangers. The burden on future generations is the same whether pensions are funded, or unfunded with book reserves, or financed on pay-as-you-go lines.

From the point of view of the economy as a whole what matters is whether the system stimulates or retards productive capital investment. The absence of any financial discipline in pay-as-you-go systems can influence present generations to promise themselves higher benefits than future generations are prepared or able to sustain.

A book reserve system, while imposing the same financial discipline as a funded scheme, does mean that the money is retained by both efficient and inefficient companies. Investment returns of well-managed funded schemes are thus likely to be higher on average than under a book reserve system.

We have in Britain a system of occupational pension schemes that is the envy of many other countries. Let us hope the academics and other critics do not persuade politicians to ruin it.

The author is deputy pension officer, Unilever.

# MANAGING MONEY IS OUR BUSINESS

## The Investment Team

Equity & Law's Managed Funds benefit from the very high levels of expertise, technical facilities and other resources, which are available to a company with investments in excess of £900 millions.

## Investment Performance

Since Equity & Law entered the Managed Fund market in 1972, our Funds have consistently shown above-average returns - with over £80 millions currently under management.

## The Range of Funds

There is a choice of Funds to suit Trustees of Group Pension Schemes and the Self-Employed - or full discretion can be given to our Investment Managers.

## Pensions Experience

In business since 1844, Equity & Law has been active in the pensions field for nearly fifty years and now invests the assets of more than 1,500 pension schemes of all sizes, covering 180,000 employees and their dependants.

For full details of how you can make our expertise work for your Pension Fund, ring Robert McCurrach on 01-242 6844.



**Equity & Law**

(Managed Funds) Ltd.

20 Lincoln's Inn Fields, London WC2A 3ES.

## Index-linking is controversial privilege

ed away in the Chancellor's Budget speech was the decision to refer to an index-linked pension scheme. The scheme, which is the only one of its kind in the public sector, has been the subject of a long-running controversy. It is a controversial privilege, and it is a privilege that should be examined.



Mr. Edward du Cann: "It is wrong to preserve the principle of inflation-proofing only for public servants."

Government's decision to set up an inquiry into inflation-proofing pensions in the public sector is a move both of Mrs. Thatcher's willingness to listen to Tory Party backbenchers, who in December last year came out against existing arrangements, also of the intractability of the problem. It is unpopular to take away a privilege, and the Government has made it clear that it would bitterly resist any attempt to do so. The Government's decision to set up an inquiry into inflation-proofing pensions in the public sector is a move both of Mrs. Thatcher's willingness to listen to Tory Party backbenchers, who in December last year came out against existing arrangements, also of the intractability of the problem. It is unpopular to take away a privilege, and the Government has made it clear that it would bitterly resist any attempt to do so.

poor, it seems to have been with us for a long time. In fact, the Pensions Increase Act dates back less than 10 years to 1971 and Mr. Heath's administration. While the principle behind inflation-proofing deserves sympathy, it must be said that that Conservative government could never have foreseen the consequences. Its Act has brought about

In the years since its introduction, pensions in the public sector have increased each year since 1971 at a rate averaging more than 14 per cent, ranging from a minimum increase of 7.4 per cent to a maximum of 25.1 per cent in 1975. No other employees have done nearly as well. However, it should be remembered that the people who have benefited are not all top civil servants, judges and generals but teachers, firemen and postmen.

It is, none the less, a problem for the Government that the obvious choice of candidates for its inquiry into index-linked pensions are the very people who have a vested interest in them. So the interests of harmony in the Government would be imprudent if it did not bring some "under-privileged" persons on to the committee. Similarly, questions about how much the Civil Service should pay for its index-linked pensions are of secondary importance to more fundamental ones which should question the very existence of indexed schemes.

The debate recently has been centred on the way Civil Service pay is calculated to allow for the fact that its members receive index-linked pensions. In 1974 the Government Actuary decreed that public servants should be deemed to have forgone 14 per cent of pay as the price of their pensions guarantee. Despite the big advances made by inflation in the intervening years it was not until 1979 that the amount deemed to be forgone went up to 2.6 per cent, and it has now widened to 3.8 per cent.

The figures produced by the Government Actuary's Department have been much derided, particularly in the past 12 months, and there have been unsuccessful attempts to have an independent actuarial review commissioned.

schemes, many of which are markedly dissimilar.

There are very few private schemes which do pay indexed pensions (1 per cent in the year to January, 1979, according to a recent National Association of Pension Funds survey), because the plain fact is that private industry cannot afford to guarantee index-linked pensions. That, surely, was admitted by the Government in the Social Security Act where responsibility for keeping the earnings-related guaranteed minimum pension reverted, on the individual's retirement, to the state—irrespective of whether or not he belonged to a contracted-out pension scheme.

In these circumstances, the question of how much civil servants should pay for their index-linked pensions is not the right one to ask. The right one is, should one state of society be so inherently privileged in this way?

In another sphere, the Government is aiming to reduce its commitments to index-linking. Mr. Edward du Cann, the chairman of the influential Select Committee on the Treasury and Civil Service, is quoted as saying: "It is quite wrong to preserve the principle of index-linking only for public servants when the Government is busy getting rid of it for society security."

More than the politics of envy is involved. Public sector pensioners have enjoyed the twin benefits of higher pension increases than any one else and greater freedom from financial worry because pension promises have been kept. But that is all they are promised, which are paid for by taxpayers. The present attempt to reduce the number of civil servants may be successful, but there is a limit to the number of job cuts and, hence, pensions savings that can be made.



## Just what is there left for the successful businessman?

For the man or woman who works hard at making a success of business there should be appropriate rewards.

Unfortunately it's becoming more and more difficult to find them, let alone pay for them. Personal tax coupled with inflation make it almost impossible to earn enough to afford a lifestyle to which you would like to become accustomed—or perhaps once were.

As a clergyman said recently, "It's no longer a sin to be rich. It's a miracle."

Whether your business employs 5 or 500 people, National Provident Institution can help you get the proper rewards for the effort and drive you put into your job.

With us you can build large tax free cash sums as well as generate high annual income taxed only as earned income.

And the beauty of NPI's plans is either that they need involve no personal expense because they can be paid for totally by your company which receives full corporation tax relief on contributions, or, if it's a personal contribution, you'll receive tax relief at the highest rate that you pay.

They allow for flexible retirement age and very rapid tax-free build-up of capital.

You can find out more about how NPI can help those who put everything into their business from any good professional advisor. Or write to us direct, (stating whether you're self-employed, employed as a director, or a partner) to J. Fisher, National Provident Institution, 48 Gracechurch Street, London EC3. We'll send you a leaflet which explains the basic details. It's free. And it will show you the right way to go about getting what's left for the successful businessman.



## Independent advice

available on all aspects of pensions - in particular self invested schemes - from consulting actuaries

**MUNCAN C. FRASER & CO.**

Exchange Street East, Liverpool L2 3QB Tel: 051-236 9771  
28 Cheapside, London EC2V 6AB Tel: 01-248 6781

201 LONDON • BRIMINGHAM • MANCHESTER • EDINBURGH  
1 WASHINGTON • TORONTO • SINGAPORE • KUALA LUMPUR



## Here's a unique Pensions Technical Information Service

### Some PTIS examples

**1/80 SOCIAL SECURITY BILL**  
The main provisions of the Social Security Bill at the time of its introduction in the House of Commons.

**7/80 AUTHORISED EXEMPT UNIT TRUSTS**  
A survey showing the comparative performance of authorised exempt unit trusts as at the end of 1979.

**18/80 THE EMPLOYMENT BILL**  
Provisions of the bill before Parliament which could refer to pensioners and their families.

**33/80 INSURANCE COMPANY MANAGED FUNDS**  
Quarterly survey by C.I.E. of the performance of insurance company managed funds for the years 1974-9.

**35/80 VOLUNTARY CONTRIBUTIONS**  
A list of insurance companies specialising in this field and details of the various voluntary contributions.

**39/80 THE BUDGET**  
A summary of the main points of interest in the Chancellor's budget statement.



**Noble Lowndes**  
The first name in pensions

Noble Lowndes and Partners Ltd  
Norfolk House, Wellesley Road, Croydon CR9 2EB  
Tel: 01-885 2456 Telex: 945485

And at Birmingham, Bristol, Glasgow, Leeds, Manchester and Watford.

To obtain a specimen copy of any of these confidential PTIS documents please tick the one that interests you and clip this coupon to your letterhead.

1/80 7/80 18/80 33/80 35/80 39/80

Name \_\_\_\_\_

Position \_\_\_\_\_

Noble Lowndes & Partners Ltd, Norfolk House, Wellesley Road, Croydon CR9 2EB. D.T.

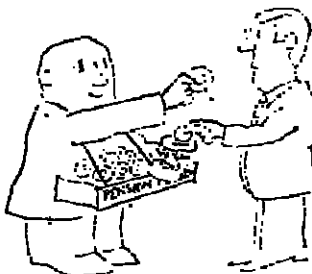
## THE SOCIETY OF PENSION CONSULTANTS

Representative of firms engaged in all aspects of pension consultancy

Further information and membership details from:

The Secretary,  
Society of Pension Consultants,  
Ludgate House,  
Ludgate Circus,  
London, EC4 2AB  
Tel.: 01-353 1688

## PENSIONS



John Gaselee reports on self-administered schemes and on how to retire in greater comfort

## Brokers should provide more after-care service



Pensions business divides quite neatly into contracts insured with life offices, and schemes which are self-administered. In the past, the self-administered schemes were thought suitable only for large groups.

More recently, these have been promoted as being suitable for directors of private companies. This not only gives the directors, acting as trustees, the right to make the investment decisions, but also the pension fund can lend money to the company, or buy property and lease it to the company. In some cases, the tax-free pension fund can even buy shares in the company.

Insurance brokers and pension consultants handle the great bulk of group pensions business insured with life offices. Some are now taking the view that, quite apart from the so-called advantages of the self-administered schemes for directors, there can be savings in administrative costs—bearing in mind the expense loading charged by a life office.

Apart from group pensions business, a high proportion of personal pensions business, and life assurance contracts intended to supplement pension planning, is arranged by brokers—although there are plenty of other ways of arranging such contracts.

Some offices operate a marketing policy which results in little or no business coming to them through brokers. In some parts of the country, particularly in Scotland, accountants, solicitors and other intermediaries play an important part in helping their clients to make the right arrangements for pensions, together with various aspects of tax planning.

A broker should be an expert on pensions and have agencies with a wide range of life offices. Good advice, therefore, should be forthcoming although choosing the right policy is largely a question of judgment, and there is no easy way of picking the best contract at the outset. Only time will show whether the choice proves sound.

While accountants cannot be expected to know as much about pensions and associated matters as an insurance broker (many accountants pass their inquiries through a firm of brokers, rather than direct to a life office), a client is likely to have regular contact with the accountant. And he, perhaps, will keep an eye on the policies in force, and suggest when alterations or additions should be made.

Increasingly, some stockbrokers are building up their life assurance business, including the provision of pensions for individuals.

It is an unfortunate fact that the bulk of the commission payable to a broker, or other agent, in return for arranging an individual pension contract, or a life policy, is received at the outset.

Inevitably there is a danger that, although a broker may take care to choose what is an appropriate contract at the outset, there may be little or no contact thereafter. Accountants and stockbrokers, acting for clients in various other ways, may achieve a better relationship.

Arguably, brokers should provide rather more after-care than at present. While it may cost more to keep

clients satisfied the maintenance of goodwill should be worthwhile.

For anyone who is self-employed, or who has non-pensionable earnings, a broker may suggest a regular premium personal pension policy. Some form of topping up may be necessary in most years—to ensure that the maximum contribution is paid. Usually, this can be as a supplementary premium or arranged as a single premium policy independently from the regular premium contract.

For anyone with fairly substantial earnings, it may be preferable to select a different policy, and pay a single premium, each year. If necessary, more than one such policy can be arranged in a year.

When investments are depressed, it may be best to arrange a unit-linked contract, if there are a number of years to run before the pension will be needed. If prices appear rather high, and they may drop back, or not appreciate rapidly, it could be better to arrange a profit-sharing contract. If retirement is imminent, a broker may

suggest a non-profit policy. Anyone ineligible for a personal pension policy may arrange an endowment policy, to mature at an expected date of retirement—when the tax-free cash can be used to purchase an annuity. Sometimes there is the right to leave the money invested with the life office after the normal maturity date, if it is not needed immediately to buy a pension.

A broker may sell a pension contract or life policy on a unit-linked basis, linked to whichever fund appears most suitable. The fund chosen at the start may not necessarily be the best for the term of the policy, although if it is a managed fund, no further action need be taken.

If future switching between funds becomes necessary, it is important to establish with the broker at the start whether he will suggest when switches should be made, or whether the client should periodically ask for advice. While brokers have been improving their knowledge of the investment scene, many small brokers do not

see themselves as competent to give that type of advice.

If it is not necessary to take the whole of a pension at the same time, benefits can be taken in stages, between the ages of 60 and 75, if a number of different pension contracts have been arranged, or a single contract has a number of units. In this event, it is important to select the right type of contract from which to take pension, according to circumstances at the time.

Brokers ought to be able to give good guidance. Also when benefits are taken from a personal pension contract, a broker can say whether a better pension would be obtained by transferring the cash accumulated under the policy to another office with more competitive annuity terms.

Life cover arranged privately expires at or near retirement and life cover arranged in conjunction with an occupational pension scheme may end at that point.

Sometimes an employer's scheme incorporates a right for a member to arrange a policy on his own life when that cover ceases, irrespective of his state of health at the time. Such a guarantee is not common, and it is easy to reach retirement and find a need for continuing life cover. That is an area for an insurance broker, if one's health is not perfect.

Some years ago, a number of life offices set up the Company Pension Information Centre to give general advice and publish a number of guides.

The Society of Pension Consultants was affiliated to the Corporation of Insurance Brokers but now it is not

simply brokers who are giving that type of advice. Consulting actuaries moved positively from a specialist overall pension consultant. The society has rewritten its constitution and broadened its eligibility for membership and has introduced a new code of conduct.

The British Insurance Brokers' Association provides regional members. Membership tends from large to small operations. The members can be described as specialists in pensions field, although should be able to give reasonable guidance to individuals wishing to arrange pension arrangements.

Life cover arranged privately expires at or near retirement and life cover arranged in conjunction with an occupational pension scheme may end at that point.

Sometimes an employer's scheme incorporates a right for a member to arrange a policy on his own life when that cover ceases, irrespective of his state of health at the time. Such a guarantee is not common, and it is easy to reach retirement and find a need for continuing life cover. That is an area for an insurance broker, if one's health is not perfect.

Some years ago, a number of life offices set up the Company Pension Information Centre to give general advice and publish a number of guides.

The Society of Pension Consultants was affiliated to the Corporation of Insurance Brokers but now it is not

ask us before you say another word.

Specialists in pension and employee benefit communications from research to design, production and presentation.

Triskel Communications

Triskel Communications Ltd, 55 High Street, Epsom, Surrey KT9 8JH. Tel: 01-835 5555

## Henderson investment management for pension funds.

If you need independent professional investment management for pension or trust funds we have special skills which we would like to put at your disposal.

- Henderson has been established for almost 50 years and currently look after assets exceeding £400m.
- We can provide the kind of expertise to maximise returns for an acceptable level of risk.
- Henderson is an independent organisation and offer a personal service for pension fund investment and administration.
- Henderson has wide international expertise, particularly in the US and Japan.

For more information please contact Colin Day on 01-388 3838.

**Henderson Pension Fund Management Limited**  
a subsidiary of Henderson Administration Limited  
11 Austin Friars, London EC2N 2ED.  
Members of the IFA and the Investment Association.

## Clay & Partners Consulting Actuaries

An independent professional consultancy advising and acting for clients on all aspects of Occupational Pensions.

70 Brook Street, London W1Y 2HN. Telephone 01-408 1600

**AIR FRANCE**

**BSR**

**NCC**  
The National Computing Centre

**habitat**

**NCP**

**The Hay's Wharf Group**

## Some companies take better care of their employees than others.

You come across Provident Mutual Group Pensions all over the place, in companies that take special care of their employees.

A Provident Mutual Group Pension Scheme gives the security of a consistently high investment return and

provides a wide variety of options.

It can be specially tailored to meet your specific requirements related to the size and character of your company.

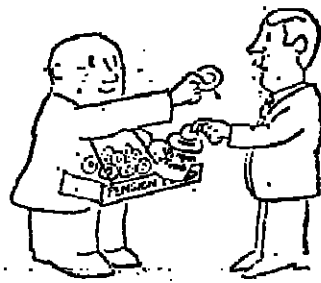
A Provident Mutual Group Pension Scheme shows you care about the people who work for you.

**PROVIDENT MUTUAL GROUP PENSIONS**

Provident Mutual Life Assurance Association, Provident Mutual Managed Pension Funds Ltd., 25-31 Moorgate, London EC2R 6BA.



Sylvia Morris discusses the impact of a suggested code of practice governing public demand for details of retirement benefits



## Proposals for freer flow of information

the agenda at the National Association of Pension Funds' annual conference is a draft code of practice dealing with the supply of information to members of pension schemes. The code, drafted with the help of members of the association, is given the seal of approval it could be in force very shortly.

The reason for its being forward is NAPP's desire to see a flow of information more available and of a higher standard, between pension funds and their members than those that have been demanded of the industry by the Inland Revenue and the Social Security Office and trust law. It believes, however, that it can be achieved more quickly by compliance with a simple code of practice than by the introduction of further complex legislation of the type which already abounds in the industry.

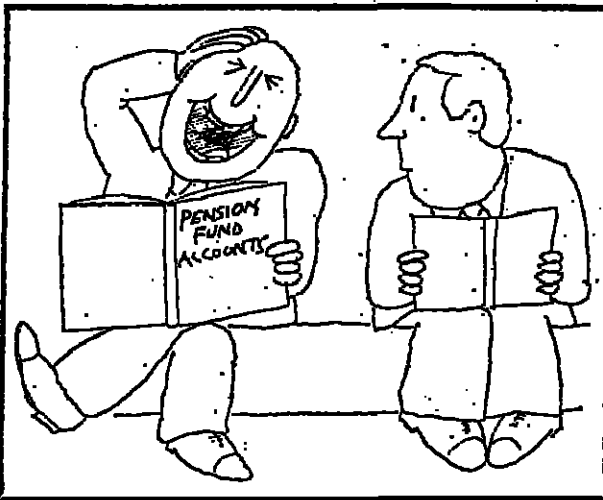
Some pension funds already comply with the proposed code and even go beyond it. The code is a standard required by the association would not see that those which do not, at least conform with minimum standards. The code calls for provision of basic information

which is regarded as essential to enable any member to make decisions regarding his future pension benefits and rights. It covers every day events such as joining or leaving pension schemes, retirement and the death of members, as well as rarer occurrences such as mergers or the winding-up of schemes.

The proposals include a provision that an employee, on taking up a new job, be issued with precise details in writing of the pension scheme and options open to him. Although this is a step in the right direction, such information should, ideally, be made available at the interview stage. It can be an important feature in weighing up the pros and cons of taking a job.

On leaving a scheme to take up new employment, a member needs to know the exact benefits he has built up as well as the available options. Details should include any guarantee of a minimum pension and any guaranteed or potential increases before and after he retires. Options that come into force once the pension becomes payable should be fully explained. The member should also be informed whether he is entitled to payment of a transfer value.

A member nearing retirement should be given a full,



written explanation of all the benefits and options available to him, including the right to commute part of the pension for cash and the tax implications of any decision he makes. Details of any provision for a regular review of the pension should be provided.

The code calls for more information to be regularly provided, ideally automatically, to keep members up to date with the financial position of the fund and their own personal circumstances vis-à-vis their pensions. More far reaching than

advice, but because of the complexity of the pensions industry, advice does not come cheaply and this may present a problem for smaller companies. Moreover, an advice service is a contentious area as there is a basic conflict of interest between fund and employee. The latter might feel that any advice he received from his employer would be biased in the fund's favour.

The introduction of a code which ensures that members have essential details of their schemes must be applauded, but it will do little to help the communications problem which has continually dogged the industry. Information, however comprehensive, is of little value if it is neither read nor understood. All too often pension fund executives assume that members are thirsty for knowledge of the scheme. However, in-built reluctance to contemplate one's own mortality or even old age, coupled with the complexity of the field, leads to widespread lack of interest in pensions.

In recent years the pensions industry has tried to bridge this gap with a lighter and simpler approach but it still has a long way to go before much of the information provided can be usefully interpreted.

## Long-term problems in getting asset mix right

Issued from page V

funds, taking into account their long-term investment objectives, the problem of inflation and the corresponding risk for growth and the degree of risk in the various investment sectors.

A typical large pension fund's asset mix policy have evolved over a number of years in response to changing conditions. For example, many funds had no overseas assets until the 1960s, and the evolution from a preponderance of assets in fixed interest to a preponderance of assets in equities and property is a direct response to problems of inflation.

One other factor has to be considered in formulating investment policy, and that is the question of whether or not to hold investments denominated in currencies other than sterling. Most will be obliged to pay

pensions in sterling. Why complicate matters by investing overseas? There are probably two main reasons for doing so. These might be described as the macro-argument and the micro-argument.

The macro-argument is concerned with economic growth rates, inflation rates and relative currency strengths of overseas countries. It is not difficult to demonstrate that there are other countries which have better economic growth, lower inflation and stronger currencies than the United Kingdom. These countries will not always exhibit these strengths—consider the recent fall of the dollar and the rampant inflation rates being experienced in the United States.

However, a case can be made, particularly for a large fund, to have a proportion of its assets in non-sterling denominated issues. Typically, a large fund

might have about 20 per cent of its assets so invested. The principal overseas market for such investment would normally be the United States, although Japan, the Far East and Australia also have a considerable following.

The micro-argument is concerned with gaps in the United Kingdom market, particularly the equity market. It is not possible to buy shares in a United Kingdom power generating company or a champagne producer. This can be done in overseas markets if the policy-makers feel there is a need to have them.

The broad framework of the asset mix and geographical spread is arrived at by consideration of the factors described. There are further factors to be taken into account within this framework.

As far as fixed interest stocks are concerned, company debentures, as already

indicated, do not attract a great deal of interest because of their lack of marketability. Pension funds will tend to concentrate on the gilt market and the shape of their portfolio will be governed by such matters as known future cash requirements, for example development expenditure for properties may mean that the short end of the market is favoured. However, this apart, there will be an attempt to achieve a spread of maturities in dated government securities so that there is no bunching of repayments, thereby avoiding a reinvestment problem in adverse conditions.

With equities theoretically a good level of diversification or risk spreading can be achieved by a fund holding only 20 to 25 stocks. However, for the larger funds with equity portfolios in the hundreds of millions this is clearly impracticable because of the sheer size of

holdings in particular companies that would be necessary. In practice investments would be spread across 100 to 300 stocks, with only the very large funds—more than £500m—operating at the top end of this scale. In making the spread across the various industrial sectors, attention would be paid to the spread of stocks in the various indices, for example the F I Actuaries. Divergences from the index spread would represent the views of the policy-makers as to the relative merits or demerits of those sectors and would vary from time to time.

The main considerations within the property sub-group will be the mix of office, shop, industrial and warehouse properties and possibly agricultural land. Initial yields on offices and shops tend to be lower than those on warehouses and factories and sometimes these lower yields are not matched by better growth prospects.

There are fashion considerations in property investment as in other forms of investment. For example, question marks are being raised about city centre office locations in the light of advances in micro-chip technology. Agricultural land has problems of its own, not the least of which is the political one. All these factors, and many others, must be taken into account on fixing the mix of property assets.

Keeping the overall framework arrived at under the long-term policy heading, broadly the same factors will apply to investments in overseas markets as to those which exist in the United Kingdom. There will be the added complication, however, of relative currency strengths and weaknesses which will affect timing of investment activity, and the question of exchange control abroad as well as at home needs to be considered.

Who makes the investment policy of pension funds? In the private sector, the bodies most likely to be involved are the pension fund's parent company (especially when it guarantees the solvency of the fund), the pension fund trustees and the investment manager. The pension fund trustees may delegate short-term policy-making to a sub-committee sometimes called the investment committee or the management committee. The investment committee may further delegate day-to-day decisions to the investment manager.

Important policy decisions on changes of the asset mix or overseas diversification will be made only at intervals of several years. Ordinarily, trustees would meet half-yearly or even quarterly to review performance and set short-term policy guidelines for the following period. The investment committee would probably meet on a monthly basis and would also supervise the execution of policy.

The investment manager is central to all these activities in that in most cases he will be writing the policy papers for the trustees. It is, however, essential for all concerned that the policies he advocates are understood and that once agreed they should be followed closely except in unusual circumstances.

The author is chairman, investment protection committee, National Association of Pension Funds.

# Norwich Union.

## A wealth of skills for all kinds of pension needs.

Different companies – and individuals – have different pension requirements. And at Norwich Union we aim to supply them all.

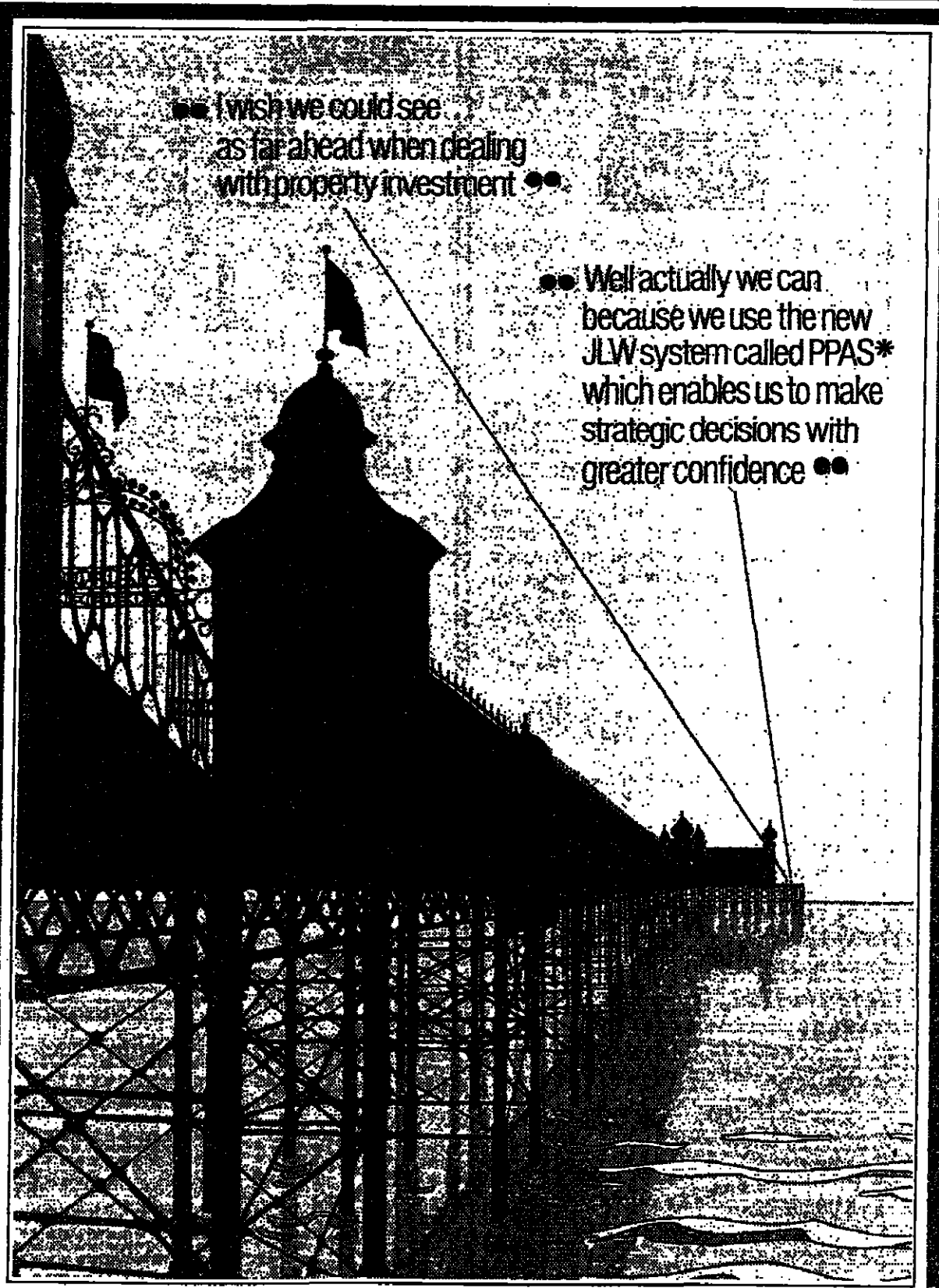
Whatever sort of pension scheme you're interested in, come to Norwich for skill in:

- Administering group pension plans.
- Investment expertise.
- Providing pensions for directors and senior managers.
- Negotiating with Government departments.
- Providing pensions for the self-employed and those in non-pensionable employment.

Find out more. Contact your insurance broker or the pensions specialist at your nearest Norwich Union branch. Or write direct to the Pensions Manager, Norwich Union Insurance Group, Surrey Street, Norwich NR1 3NG.



Insurance comes in all shapes and sizes, the Norwich way.



I wish we could see as far ahead when dealing with property investment

Well actually we can because we use the new JLW system called PPAS\* which enables us to make strategic decisions with greater confidence

# ARE YOU GOING TO GET THE BEST DEAL FROM YOUR PENSION PLAN?

IF NOT, YOU'D BETTER CONSULT LONDON LIFE.

One man's perfect pension plan may be another man's retirement nightmare. Situations vary.

That's why London Life pension policies vary. Over 60 years we have been developing schemes to meet the changing requirements of individuals and companies.

And during that time, London Life benefits have come to be recognised as being among the best available in a very competitive market. For example, the highly respected magazine 'Planned Savings' rated in its review of with profits Executive Pension schemes in 1979 'The best projected figures over 10 years come from London Life.'

A similar standard applies to our other schemes well. So, if you're looking for a pension plan tailored to the needs of your company or yourself, you would do well to look in detail at what we have to offer.

### A.V.C. Schemes

If you don't think your present pension arrangements are adequate, the A.V.C. - Additional Voluntary Contributions - scheme offers a highly effective form of investment by which you can 'top up' to ensure a significant lump sum at retirement. London Life benefits and rates are highly competitive.

### V.I.P. Schemes

Increasingly used by companies to reward their directors and senior executives, London Life plans are very flexible and can, for instance, be used to bring benefits up to Inland Revenue maximum levels for key personnel.

### State Benefit

We can arrange 'living on top' benefit schemes for groups of employees who are already contracted into the State pension scheme.

Alternatively our schemes can provide a 'lump sum only' at retirement which the State scheme does not do.

### Controlled Funding

Suitable for a Company Pensions Scheme to provide personal and widow's pensions and death in service benefits for a larger number of employees.

### Managed Funds

A valuable form of investment for companies operating their own Pension Funds. We will provide advice on technical and legal matters and a full administration service is also available if required.

If you would like full details of any London Life pension plan, please complete and return the coupon below. That way you can be sure of getting one of the best deals available, from a pension plan that really suits your needs.

To: THE LONDON LIFE ASSOCIATION LIMITED, Freeport, London EC4B 4LL. (no stamp required).

Please send me information on London Life's:  
☐ Pension Schemes for Directors/Executives  
☐ Self-Employed Pension Annuity Policies  
☐ Company Pension Schemes  
☐ A.V.C. Schemes

Name \_\_\_\_\_  
 Address \_\_\_\_\_

Date of Birth \_\_\_\_\_  
 Tel. nos. Business \_\_\_\_\_ Home \_\_\_\_\_  
 If you prefer, tel 01-626 0511 and ask for Michael Cavalier.

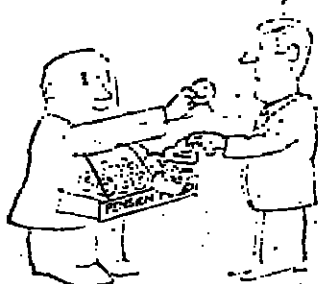


**Jones Lang Wootton**  
 Chartered Surveyors  
 103 Mount Street, London W1Y 6AS.  
 Tel: 01-493 6040. Telex: 23858.

\*JLW Property Performance Analysis System. A brochure is available on request. Please refer to Honor Chapman or Adrian Wyatt.

33 offices in 13 countries





John Whitmore reports on three important developments of the past year or so which have provided the investment world with food for thought. The pictures show three profitable areas open to fund managers: property, forestry and the arts

## Overseas opportunities knock

The one thing that pension fund managers cannot claim is that the past year or so has been uneventful. To me three important developments stand out, all of which have provided the investment world with substantial food for thought.

The first has been the increased determination of the important Western countries to strengthen their anti-inflationary policies by bringing their money supplies under better control. The second has been the clear evidence that, regardless of any improvement on the international political front, oil producers will in future cut back on production, if that is necessary, to prevent the real price of energy from falling. The third has been the dismantling, last October, of British exchange controls. In terms of global implications, the last of these three is the least important. None the less it provides a convenient starting point.

Some fund managers do, of course, play down the significance of the removal of exchange controls. Quite rightly, they point out that their liabilities are in sterling and that this must circumscribe the amount of non-sterling investment that it would be prudent for them to undertake.

They may also take the view that substantial investment in foreign securities is not a particularly attractive option for any British investor at the moment. They may prefer to stay in sterling on currency grounds; they may prefer the outlook for sterling securities; they may feel more at home dealing in a London market with which they are familiar; they may argue that investment in British-based multinational groups offers them adequate exposure both to international currency dealings and to the overseas areas offering better long-term growth potential than Britain.

They may well be right to hold these views. Even so, the abolition of exchange controls is an event of great significance for the British investor. Whether or not he chooses to make use of his expanded investment freedom is one thing. But the fact remains that the potential investment opportunities available to him have been increased immeasurably, while his interest in international developments will inevitably broaden, if only because the abolition of exchange controls must affect the way in which British markets themselves behave.

Now that capital is free to flow in and out of Britain, according to developments at home or overseas, the fund manager can no longer afford to pretend that nothing, or only a little, happens beyond the white cliffs of Dover.

While recent official figures on the flow of funds through the important investing institutions hardly suggest any great rush to invest overseas in the first two months after the abolition of exchange controls, I would be most surprised if there is not substantial overseas investment by pension funds during the 1980s.

Given this freedom, then, what is the investor to make of the world investment scene? One could certainly argue that the view that the abolition of exchange controls has merely given the fund manager a licence to gamble on the world's political instability. But if one takes the view, and I suspect that most fund managers do, that one cannot base decisions on total pessimism for the longer term, then the initial picture he may have in mind is this: Western governments, particularly the United States, have toughened up their anti-inflationary policies quite considerably; disinflation and recession are in the air; and, over the longer term, the United States is probably better equipped than any

country to meet future energy problems.

On the face of it, one has a scenario which seems to be crying out for investment in bonds rather than equities, or, if it does not, what will happen next?

But the implications if the policies succeed are to say the least, fascinating. Admittedly, funds will be becoming more mature during the 1980s, the numbers in employment could fall temporarily, and pressure for improved benefits in some funds may intensify. But net cash flow will still be increasing quite strongly according to most projections, at a time when the Government's financing need for improved benefits will be falling in nominal terms. I am not placing bets on the likelihood of a budget surplus at some stage in the 1980s though we could come fairly close to it for a central government alone.

Where will you put your money then? The theory, of course, is that as the Government cuts back on its call on national resources, private sector investment will revive and you will simply switch from buying gilts to buying equities and debentures.

It may, or may not, prove that simple. Presumably, more outlets for small company investment may arise. It may even be that the home loan market will evolve in such a way to make this an avenue that will look more attractive than at present.

The other option has to be more investment overseas—an option that the Government would presumably like to see used increasingly once it feels that it is winning the battle against inflation. Certainly a strong case can be made out for staying with sterling and sterling securities at the moment. But when the moment comes to look elsewhere the one thing that is certain is that not everybody will be able to squeeze through the exit at the same time.

Coming closer to home, the British Government's own anti-inflationary policies are some, interesting

questions for pension funds. Once again, of course, it remains to be seen whether the economy will, over time, respond to present policies, or, if it does not, what will happen next.

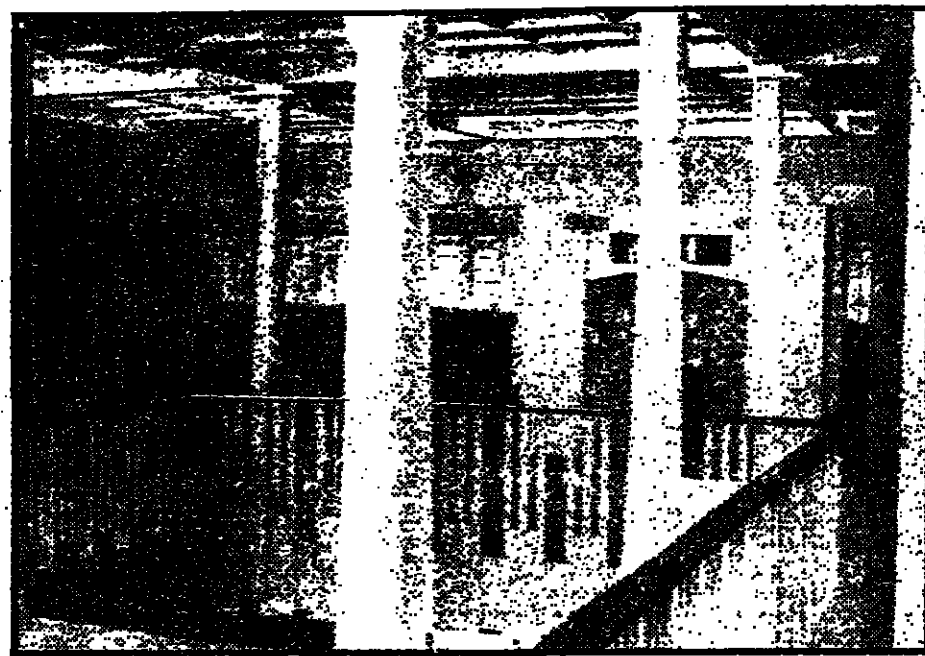
But the implications if the policies succeed are to say the least, fascinating. Admittedly, funds will be becoming more mature during the 1980s, the numbers in employment could fall temporarily, and pressure for improved benefits in some funds may intensify. But net cash flow will still be increasing quite strongly according to most projections, at a time when the Government's financing need for improved benefits will be falling in nominal terms. I am not placing bets on the likelihood of a budget surplus at some stage in the 1980s though we could come fairly close to it for a central government alone.

Where will you put your money then? The theory, of course, is that as the Government cuts back on its call on national resources, private sector investment will revive and you will simply switch from buying gilts to buying equities and debentures.

It may, or may not, prove that simple. Presumably, more outlets for small company investment may arise. It may even be that the home loan market will evolve in such a way to make this an avenue that will look more attractive than at present.

The other option has to be more investment overseas—an option that the Government would presumably like to see used increasingly once it feels that it is winning the battle against inflation. Certainly a strong case can be made out for staying with sterling and sterling securities at the moment. But when the moment comes to look elsewhere the one thing that is certain is that not everybody will be able to squeeze through the exit at the same time.

Coming closer to home, the British Government's own anti-inflationary policies are some, interesting



Interior of the Willow Tea Rooms, Glasgow, refurbished by the London Transport Pension Funds as part of a £3m investment. Below: members of the Royal Forestry Society visit Blean woodlands, near Canterbury, purchased by the Midland Bank Pension Fund. Right: two paintings bought by the British Rail Pension Fund. Above, "The Miraculous Translation of the Holy House of Loreto" by G. B. Tiepolo, on loan to the National Gallery. Below, detail from Picasso's "Young Man in Blue", on loan to the Victoria and Albert Museum.



photograph courtesy Tilihi

## BENEFITS FROM THE



The National Association of Pension Funds offers many benefits to its members, including a series of specialist training courses ranging from Pension Fundamentals to Trustee-ship; from Pension Managers Workshops to Investment Managers Seminars.

Our publications, which include the recently published official Year Book, are an invaluable source of reference. There is the monthly official publication PENSIONS WORLD and a series of occasional papers published as handy 8 x 5 booklets which all members receive as part of their subscription. The Handbook on Pensions and Employee Benefits, a textbook on pension fund practice, is available at a reduced subscription and the NAPF publishes a Companion Volume giving frequent up to date information at a very low cost to members.

You also gain the support of colleagues in the local group of National Association of Pension Funds members in your area and the investment potential of your fund is safeguarded by the work in the City and in industry of the Association's Investment Protection Committee.

Discover how membership of the NAPF can benefit you. Contact Clifford Luckhoo, The Secretary, NAPF, Prudential House, Wellesley Road, Croydon, CR9 9XY. Telephone: 01-681 2017.



May 15th/16th/17th Metropole Hotel, Brighton

YOU ARE WELCOME TO VISIT OUR 1980 CONFERENCE

# DEVELOPMENTS FOR A DECADE

AS WE enter the 1980s the National Association of Pension Funds has taken 'Developments for a Decade' as its theme for this year's annual conference. Information to members, Overseas Investment, the Impact of the Microprocessors, the Influence of Europe on UK Pensions, and many other

relevant and important topics will be discussed.

As always, the quality of the speakers and the ensuing discussion will be of vital interest to those concerned with the pensions industry.

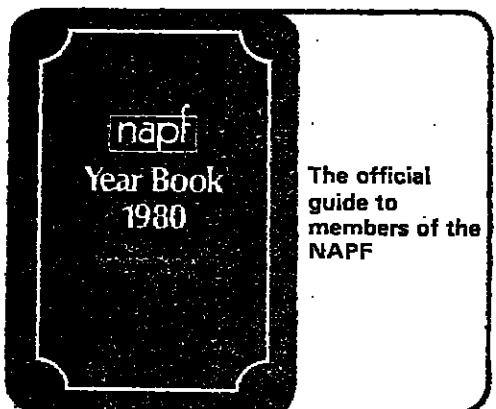
The National Association of Pension Funds is a unique body embracing every type of pension

scheme, insured and privately invested, and in both public and private sectors of industry.

As a national association it makes frequent submissions to Government and is closely concerned with any legislation affecting members. The association is the recognised body and regularly plays an important role in such City organisations as the Panel on Takeovers and Mergers. The association also submitted a great deal of information to the Wilson Committee.



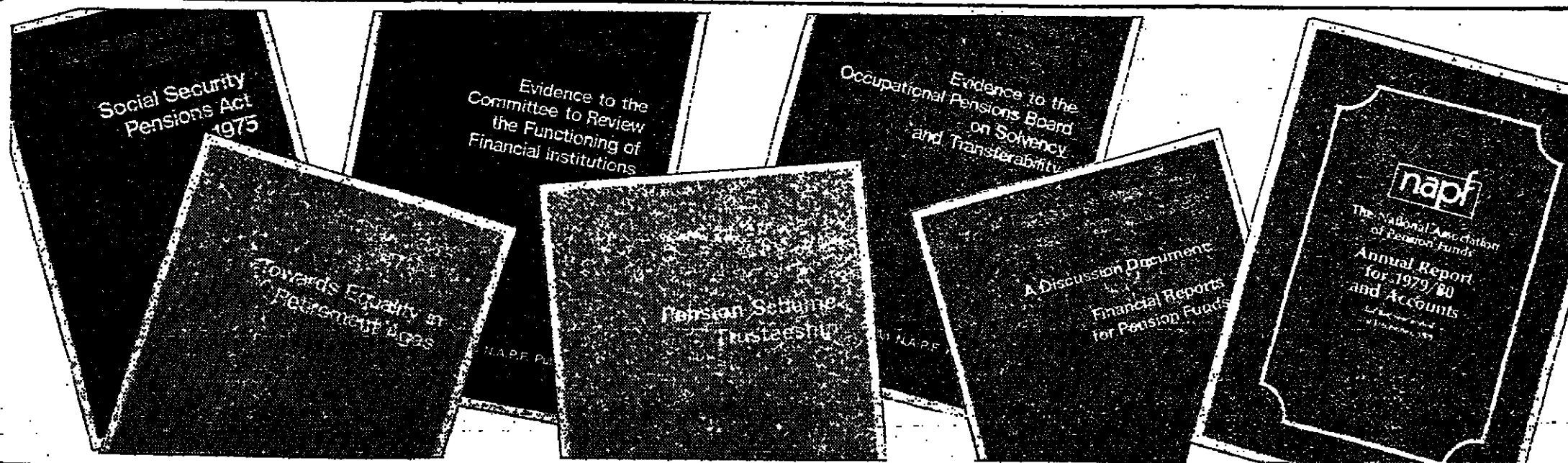
Rt. Hon. Denis Davies MP



The official guide to members of the NAPF



Strength and Support for your Pension Arrangements



The full programme for the conference is:-

Thursday 15 May

2.15 - 2.30  
Introduction by the Chairman of the Association.  
2.30 - 3.30  
A.G.M. and brief reports from Committee Chairmen  
3.30 - 4.00  
Afternoon Tea  
4.00 - 5.00  
The Treatment of Early Leavers  
Speaker: Mr K Cole  
4.00 - 5.00  
Overseas Investments for Smaller Pension Funds.  
Speaker: Mr D Edwards  
7.30 - 8.30  
Chairman's Reception in the Metropole Hotel.  
8.30 onwards  
Dinner in Conference Hotels

Friday 16 May

9.15 - 10.30  
The Provision of Information to Members - a Discussion on the NAPF Proposals.  
Introduced by: Mr K M McKelvey.  
10.30 - 11.00  
Morning Coffee  
11.00 - 12.15  
Pension Funds and the City.  
Speaker: the Rt. Hon. Denis Davies MP  
12.15 - 2.30  
Lunch in the Metropole and Bedford Hotels.  
2.30 - 3.45  
Mini Computers and Microprocessors  
Speaker: Mr J Turnbull  
3.45 - 4.15  
Afternoon Tea  
4.15 - 5.30  
Direction of Investment - Overseas Experience  
Speaker: Mr T Heyes  
4.15 - 5.30  
The Impact of Europe on UK Pensions  
Speaker: Mr D E Boden  
Evening  
Alternative Social Programme:  
A Play in the Theatre Royal, Brighton  
A Rod McKuen Concert in The Dome, Brighton.  
A Sussex Feast, Drusillas, Alfriston, Regency Evening, The Old Ship Hotel, Brighton.  
Dinner in the Metropole Hotel.

Saturday 17 May

9.15 - 10.30  
Member Participation - A Discussion on the NAPF Proposals  
Introduced by Mr J M Young  
10.30 - 11.00  
Morning Coffee  
11.00 - 12.15  
Future Prospects for the Stock Exchange  
Speaker: Mr Nicholas Goodison  
7.30 for 8.00  
Banquet in The Metropole Hotel.

DINNER DANCES IN THE METROPOLITE HOTEL AND DUDLEY HOTEL